Master of Science & Specialised Master Programmes

ESCP
BUSINESS SCHOOL

IT ALL STARTS HERE

BERLIN | LONDON | MADRID | PARIS | TURIN | WARSAW

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ESCP
Quick Facts

The World's
1st
Business School
(est. 1819)

Multi-accredited:
AACSB, EQUIS, EFMD MBA, EFMD EMBA, 5 European Higher Ed Standards

A comprehensive
portfolio
of 46 programmes: Bachelor, MiM, 27 Specialised Masters, MBA, 2 PhDs, 12 Executive Masters, EMBA, Global EPhD, as well as a custom and open programme offer

8,000+
students in degree programmes representing
122
different nationalities

6 ESCP urban campuses in Berlin, London, Madrid, Paris, Turin, and Warsaw

170
research-active professors representing over 33 nationalities across our campuses

Over **140**
academic alliances in Europe and the world in 47 countries

5,000
high-level participants in customised trainings and executive education

68,000+
active alumni in over 150 countries in the world

6 Urban Campuses

BERLIN

The Berlin campus is situated in the western part of the city centre, near the Charlottenburg Palace and its splendid gardens. Berlin is a fast-growing city characterised by a rich multifaceted economic structure and culture.

LONDON

Located in West Hampstead in North-West London, this campus offers students state-of-the-art facilities in a traditional Victorian building.

MADRID

The Madrid Campus is located in the exclusive neighborhood of Puerta de Hierro, 10 minutes away from the city centre. Madrid is one of the most visited cities in Europe, with an exceptional lifestyle, an incredible gastronomy and thousands of places to visit. Most importantly, Madrid is one of the leading business and innovation hubs in Europe.

PARIS

République & Montparnasse

The Paris sites are conveniently located in the centre of the city. They enjoy easy access to all of the capital's major business districts.

TURIN

The Turin campus is located in a beautiful building with modern facilities. Turin is one of the main business centres of the Italian economy and home to many architectural masterpieces.

WARSAW

Our campus is based at Kozminski University, located in Warsaw's northeast district of Praga Północ. It is one of the city's most historic neighbourhoods.

ESCP
Rankings & Accreditations

Worldwide Financial Times

#2
Master in Finance *(2021)*

#7
Master in Management *(2021)*

#7
Executive MBA *(2020)*

#1
Career Progression
Executive MBA *(2020)*

#8
European Business Schools
(2020)

ESCP benefits from the best international accreditations.
Our European campuses enjoy national recognition.

AACSB ACCREDITED | EQUIS ACCREDITED | EFMD ACCREDITED MBA | EFMD ACCREDITED EMBA | 5 European Higher Ed accreditations

ESCP
It all starts here

In a world shaped by the economy, reorienting how this world evolves has become a duty of the sphere of business.

It's by giving meaning to business that we will be able to nurture society in a positive and sustainable way. As a business school training leaders and entrepreneurs for more than 200 years, our role is central in teaching how to better anticipate change, and make decisions.

Because, in life as in business, everything starts with choices.

It is by making such choices that ESCP Business School upholds its values, its unique management style and its unique point of view on the world.

The era of responsible, augmented and collaborative leadership has arrived: a leadership aware of global issues, sustained by our values rooted in European humanism, our unrivalled worldwide diversity and multiculturalism.

Joining the international ESCP community is beyond embracing academic excellence; it is about learning how to make enlightened choices to be ready to meet the great challenges of our times with optimism.

Yes, with optimism because, like ESCP's founding fathers in 1819, we believe in progress.

We constantly explore new knowledge territories from sciences to humanities, allowing our graduates to reach a new level of insight and to engage with intelligence and responsibility.

For a successful career with a positive footprint, choose ESCP Business School. **It all starts here.**

Prof. Frank Bournois
Executive President &
Dean of ESCP

Prof. Léon Laulusa
EVP, Dean for Academic
and International Affairs

Prof. Philippe Thomas
Associate Dean
Master of Science & Specialised
Master Programmes

Hélène Louit
Director of Studies
Master of Science & Specialised
Master Programmes

Europe can be described as embracing maximum cultural diversity within minimum geographical distances. With its unique crossborder multi-campus structure, **ESCP Business School** became an expert in cross-cultural management, a skill more than necessary in today's business world.

When you join **ESCP Business School**, you also share its values: diversity, openness to the world, sustainable development and entrepreneurship. Values that you will find within all of our programmes.

Programme **Overview**

"Become an expert in your field"

Specialised Masters and Masters of Science are intensive career-oriented programmes designed for people who already know which field of study they want to focus on, and who need to acquire specific skills and sector knowledge in order to successfully compete for the best career opportunities.

Our goal is to shape experts able to progress easily and rapidly in an international market. The full-time intensive nature of these programmes provides students with immediate access to managerial positions, after a short but intense period of study.

Our programmes are internationally oriented with seminars or classes that take place abroad, taught by local teachers and professionals.

Studying in one of our programmes means benefitting from the best possible education on our European campuses, with the best students representing a wide variety of backgrounds and nationalities.

All of our programmes reflect the innovative spirit and desire for continuous improvement instilled by ESCP Business School.

"Gain a dual expertise and boost your employability by studying in up to 3 countries."

Master of Science (MSc) State of Berlin accredited • German Master Degree

180 ECTS minimum required (or equivalent)

- **2-year programmes**, which include classes, an internship & a master thesis
- Taught entirely **in English**
- Taught in **2 different countries**
- **4 programmes**

These programmes are state-accredited by the Senate Administration for Education, Science and Research of the Federal State of Berlin.

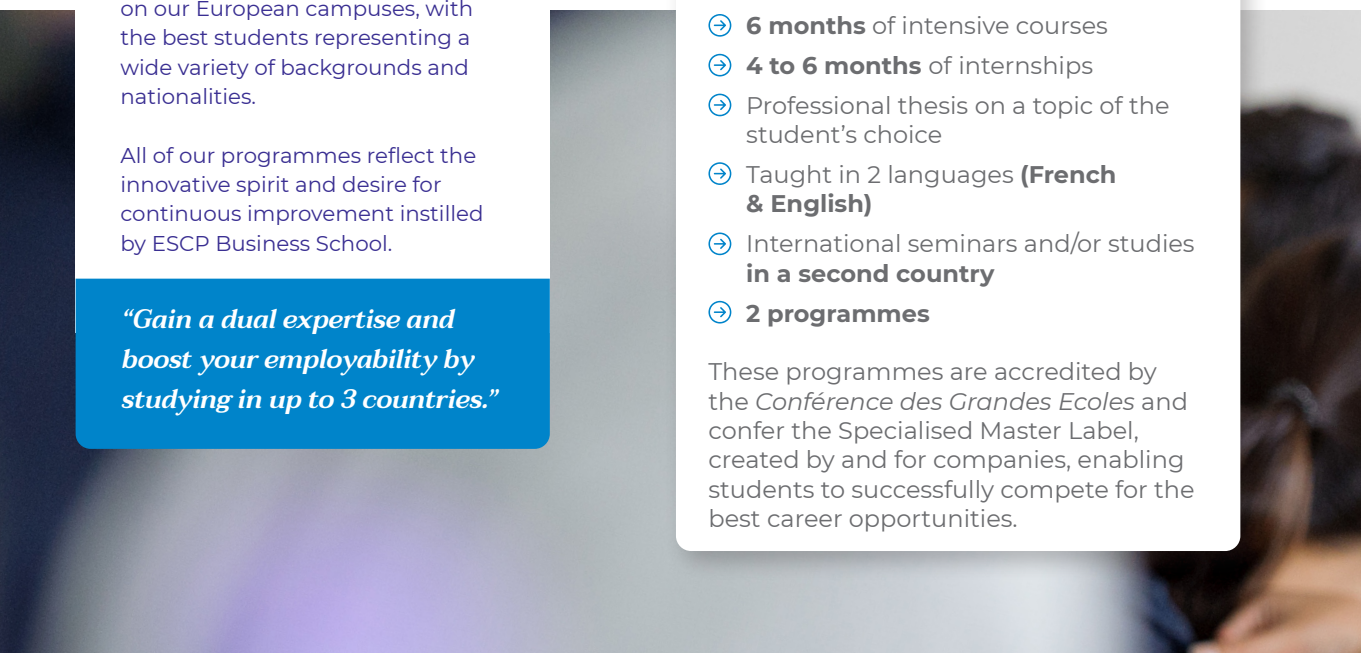
They are also internationally recognised state-accredited Master of Science degrees by the Accreditation Council through ACQUIN since 2016 and in accordance with the Bologna Process.

Specialised Master (MS) *Conférence des Grandes Ecoles* accredited • Label CGE

240 or 300 ECTS minimum required (or equivalent)

- **6 months** of intensive courses
- **4 to 6 months** of internships
- Professional thesis on a topic of the student's choice
- Taught in 2 languages **(French & English)**
- International seminars and/or studies **in a second country**
- **2 programmes**

These programmes are accredited by the *Conférence des Grandes Ecoles* and confer the Specialised Master Label, created by and for companies, enabling students to successfully compete for the best career opportunities.



Master of Science (MSc) CEFDG state-accredited • French Master Degree

180 ECTS minimum required (or equivalent)

- A **15-month programme,** which includes classes, an internship, a master thesis and research seminar
- Taught in **English,** or in **French & English**
- Taught in at least **2 different countries**
- **21 specialisations**

Students will obtain **1 Master's degree** + **1 specialisation diploma:**

- **The French Master's degree:** DEAMIE *(Diplôme d'Études Avancées en Management International des Entreprises)*
- **An ESCP diploma** with the name of the chosen specialisation

Calendar

Candidates with fewer than 240 ECTS

July - Sept.
Term 1
Core Courses*

Oct. - Dec.
Term 2
Specialisation

Jan. - June
Term 3
Specialisation
· Research seminar

July - Dec.
Term 4
· Thesis
· Internship

Candidates with at least 240 ECTS

Oct. - Dec.
Term 2
Specialisation

Jan. - June
Term 3
Specialisation
· Research seminar

July - Dec.
Term 4
· Thesis
· Internship

*Core Courses

For students with fewer than 240 ECTS credits only,
an additional semester must be completed between July and September, before joining the main Specialisation cohort in October.
This additional term consists of 6 core management courses, and is done online, synchronously or asynchronously (depending on the month). It includes lectures, exercises, assignments, and continuous or final exams.
These 6 courses are all compulsory, and involve an additional cost (please check our website for more information).

• Economics • Statistics • Accounting & Finance • Marketing • Leadership • Strategy

Marketing & Communication

Classes on the Paris Campus

Objectives

This programme immerses students in all marketing and communication methods and tools in the 21st century's changing international environment. It focuses on humanities through a reflection around the social utility of brands and giving meaning to the profession.

Starting positions

Graduates of the MSc in Marketing and Communication can work at national or international levels as: Marketing Director, Brand Manager, Product Manager, Advertising Manager, Community Manager, Brand Strategy or Marketing Consultant, Project Manager, Communication Manager, Category Manager, etc

Curriculum

A combination of theoretical classes and of practical cases.

- **Marketing:** Strategic Marketing, Quality Marketing Studies, Brand Management, Social Utility & Sustainable Development, Consumer Behaviour, B2B Marketing, etc.
- **Communication:** Advertising, Media Planning and Ad Creation, Corporate Communication and Public Relations, Sales & Direct Marketing, etc.
- **Humanities & Management:** Business Ethics, Critical Thinking, Public Speaking, Negotiation, Coaching and Recruitment Processes, Improvisation, Rethorics Seminars, etc
- **Creative Approach:** Creativity Marketing, Design Thinking, Entrepreneurship, etc.
- **Digital Transformation:** Artificial Intelligence, Big Data, Digital Marketing, Tools & Levers
- **Practical Cases in Marketing and Communication**
- **Professional Conferences**
- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

Academic Director
Benoît Heilbrunn

Languages

Duration

15 months (Starting in October)

Mandatory seminars may take place in September

International Seminar

The location of the international seminar changes each year.

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€ 20,350*

More information

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Class of 2021 background

Marketing and Communication **38%**
Business **9%**
Life and Health Sciences **14%**
Humanities/Social Sciences **12%**
Law and Political Science **7%**
Engineering **15%**
Economics/Finance **3%**
Architecture/Fine Arts **2%**

International Students • **22%**
Women • **86%**
Men • **14%**

Class of 2018 job survey

Less than 3 months after graduation

€40K is the average starting salary
70% work in an intenational environment

Companies who recruit

Total • Chanel • Google • IBM Interactive • Bayer • Laboratoires Nuxe • L'Oréal • Procter & Gamble • Biogaran • Cartier • Sezane • etc

In which sectors

Luxury **28%** • Chemical/Pharmaceutical Industry **28%** • Consulting **12%** • IT **8%** • Others (Energy, Tourism, Sports, Architecture, etc.) **24%**

Graduate Journeys

Amélie Reynes *(Class of 2018)*
Previous Studies:
- Master's degree Media & Communication Law, Toulouse University

Marketing & Communication Consultant, Onepoint & Weave, France

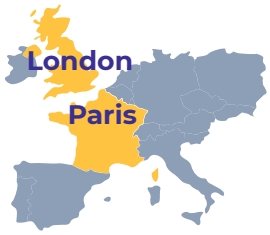
Adrien Callou *(Class of 2017)*
Previous Studies:
- Engineering Degree at Sup'Biotech

Key Account Manager, L'Oréal Cosmétique Active France

*Master of Science (MSc): €16,350 + specialisation: €4,000.
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Marketing & Creativity

Classes on the London and Paris Campuses



Objectives

The MSc in Marketing & Creativity is unique in its focus on the interface between creativity and analytical thinking in marketing management. By deploying multiple approaches to marketing, this MSc prepares a new generation of marketers who are responsible, strategic, competent and innovative in their choices.
This specialisation fosters creative and critical thinking skills with a methodological and systematic approach. You will learn about creativity in business, management and performance, develop your cognitive flexibility and agility, and learn how to be strategic and analytical in a data-driven world to provide innovative solutions to complex problems.

Career opportunities

At national and international levels in the areas of Brand Management, Marketing Management, Product Management, Digital Marketing, Account Management, Consultancy, Business Development, Innovation, Strategy, Project Management, E-Commerce, Entrepreneurship, etc.

Curriculum

The specialisation is built on four pillars, incorporating extensive practical experience.

- **Creativity:** Art & Science of Creativity, Creative Thinking, Creative Seminars
- **Marketing:** Introduction to Creativity Marketing, Consumers & Consumer Value, Branding and the Creation of Value, Integrated Marketing Communications, Strategic Marketing Plan, Global Issues in Marketing, Digital Marketing & Social Media
- **Management:** Managing for Social Impact, Finance for Marketers, Breakthrough Strategies
- **Analytics:** Understanding the Marketplace, Statistics for Marketers, Creative Analytics, Research Methods
- **Two specialisation tracks:** Fashion & Luxury, Digital Transformation & Entrepreneurship
- **Integrated practical projects:** L'Oréal Big Picture Project (1 week), Creative Seminars (10-15 different companies), Company Consultancy Project (6-8 weeks), Min 4-month Professional Placement (full-time job / internship)
- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

Academic Director
Daniela Lup

Languages

Duration
15 months (Starting in January)

Creative Seminar
Exploring Creativity adoption in different industries in both London & Paris

How to apply
STEP 1: Online application + TOEFL, CAE or IELTS scores
STEP 2: Admission interview

Work experience requirement
This specialisation is specifically designed for professionals with 1.5-7 years of relevant experience

Tuition Fees for Jan 2023
£22,200*

More information
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Class of 2022 background

Management/Business **38%**
Marketing, Communications & Advertising **22%**
Fashion **10%**
Art & Architecture **7%**
Economics **4%**
Engineering **4%**
Others **15%**

Nationalities • **32**
Average work experience • **3 years** (ranging 1.5-9 years)
Average age • **25** (22-30 range)

**Master of Science (MSc): £14,000 + specialisation: £8,200. Additional fees may apply for applicants with fewer than 240 ECTS credits.*

Class of 2020 job survey

€44K is the average starting salary
91% work in an intenational environment

Companies who recruit

Google • L'Oreal • Pfizer • Amazon • Kantar • Mastercard • Landor • LVMH • IBM • Hearst • LEGO • etc

In which sectors

Fashion, Luxury & Cosmetics **20%** • Advertising & Communications **13%** • Internet & Technology **13%** • Travel, Tourism & Hospitality **13%** • Consulting **10%** • FMCG **9%** • Media, Design & Publishing **5%** • Others **17%**

Graduate Journeys

Luka Brekalo *(Class of 2011)*
Previous Studies:
• BSc in Business Administration
Global e-Commerce Lead, L'Oréal

Ramona Tudosescu *(Class of 2012)*
Previous Studies:
• BA in Marketing
Head of Innovation & Store Omnichannel at Galeries Lafayette

Elena Lavezzi *(Class of 2013)*
Previous Studies:
• Bachelor of Business Administration
Head of Southern Europe at Revolut

Maria Iordanou *(Class of 2015)*
Previous Studies:
• BSc in Fine/Studio Arts
Head of Media Planning and Account Directors, Europe at Hearst UK

Marketing & Digital Media

Classes on the Madrid and London / Berlin Campuses

Objectives

The MSc in Marketing and Digital Media aims to equip students with the skills and knowledge to succeed in an international, cutting-edge career in marketing. To do so, the programme focuses on how to apply key strategic marketing tools in an increasingly digital and globalised world.

Career opportunities

At national or international levels: Marketing Director, Product Manager, Project Manager, Consultant, Business Development Manager, Digital Marketing Expert, Digital Account Manager, Marketing Analyst, Brand Manager, Acquisition Marketing Manager, Social Media Strategist, CRM Manager, Traffic Manager, Digital Manager, Marketing Project Manager....

Curriculum

The curriculum of the specialisation strongly emphasises a digital approach to marketing:

- **Marketing & Digital Strategy:** Introduction to Digital Marketing, Data and Analytics for Decision Making, Brand Building, Business Game, Website Design & Coding Project, Google Analytics
- **Marketing & Communications:** Communication 360, Advertising in the Digital Age, Media Planning and Buying Negociation, Robots and AI in Business, Branded Content, Social Media Management, Mobile Strategy, SEM & SEO, Google Adwords
- **2 Live-Case Studies:** one with L'Oréal and one with Havas Media and Group M
- **3 Specialisation tracks:** Digital Transformation & Entrepreneurship Track (London), Digital Fashion & Luxury Track (London), Big Data & Analytics Track (Berlin)
- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

Academic Director
Héctor González

Executive Director
Niko Muñoz

Languages

Duration
15 months (Starting in October)

Time spent on campuses

2 terms in Madrid • 1 month in London or Berlin

International Seminar
Location changes each year.

How to apply
- **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores
- **STEP 2:** ESCP written exams
- **STEP 3:** Admission interview

Tuition Fees for 2022
€ 20,350*

More information
Johanna Carolina Arias
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Class of 2021 background

Management/Business **55%**
Marketing/Communication **21%**
Hospitality Management **5%**
Economics **2%**
Engineering **1%**
Finance **1%**
Other **1%**

Nationalities • **17**
Women • **86%**
Men • **12%**

Class of 2019 job survey

Less than 3 months after graduation

93% work in an intenational environment
29% were employed before graduation
71% were employed after graduation
7% are entrepreneurs

In which sectors

Information Technology (excluding service providers) **20%** • Trade/ Distribution **13%** • Other **13%** • Communication/Advertising **7%** • Consulting **7%** • Design **7%** • Ecology/ Environmental **7%** • Luxury Goods/ Luxury Services **7%** • Chemical/ Pharmaceutical/Cosmetics industry **2%**

Graduate Journeys

Mimi Vasconcelos E Sousa *(Class of 2018)*
Previous Studies:
• Business Management, University of Surrey
GBG Strategic Account Manager, Facebook EMEA

Julieta Salinas *(Class of 2018)*
Previous Studies:
• BSc in Business Economics
Excellence Execution Specialist, Heineken

Marisa Engler *(Class of 2017)*
Previous Studies:
• BSc in Business Administration, Marketing Major
Key Account Manger at Google

**Master of Science (MSc): €16,350 + specialisation: €4,000.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Sales 4.0 - Master in International Sales Management

Classes on the Berlin and Paris Campuses

Objectives

The MSc in SALES 4.0 – Master in International Sales Management is a 2-year, full-time Master of Science (120 ECTS) which combines cutting-edge marketing and sales insights and practices for a digitalised and globalised world.

Starting positions

The Master prepares students for – and opens doors to – attractive career opportunities in sales and marketing in various positions: International Sales and Marketing Executive, Business Opportunity Developer, Digital Sales Executive Manager, Director Inbound Marketing, International Key Account Manager, Category Sales Group Leader, Country Sales Director, International Trade Manager, International Channel Manager, etc.

Curriculum

This 2-year programme is composed of core courses, electives, a company consultancy project, a master thesis, and an internship lasting a minimum of 3 months.

Acquire knowledge through conceptual classroom work and in-depth case study analysis on the following topics:

- Understanding Markets & Customers and Sales Techniques
- Sales Force Management and International Management
- Marketing Channels & Distribution in a digitalised world
- Digitising Selling, Sales Force Management, and the Supply Chain
- International Marketing & Trade
- Research Methods, Complex Systems & Organisational Change
- Language Courses and Career Development
- Sales and Artificial Intelligence, Big Data, and Internet of Things

This master programme is the right choice if you want to...

- Build your career in international sales and marketing an area of activity characterised by outstanding salaries & rapid career development
- Develop a deep understanding of international sales at a strategic, functional, and operational level
- Help established market leaders as well as thriving newcomers to leverage digital technologies such as artificial intelligence and big data at the customer encounter
- Enhance your profile with strong personal skills for systematic career development in international sales, marketing, and general management
- Add value to your CV by leveraging our highly ranked business school

Academic Director
Frank Jacob

Languages

Duration
2 years (Starting in September)

International Seminar
The location of the international seminar changes each year.

How to apply
- **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores
- **STEP 2:** ESCP written exams
- **STEP 3:** Admission interview

Tuition Fees for 2022
€27,700

More information
Martina Seikat
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Class of 2021 background

Business Administration/Economics **55%**
Management **14%**
International Business **11%**
Engineering **5%**
Languages/Culture/Literature **5%**
Marketing **5%**
Hospitality Management **5%**

Nationalities · **12**
Women · **64%**
Men · **36%**

International Business & Diplomacy

Classes on the ESCP Paris Campus & the ENA Paris Campus

Objectives

The aim of the specialisation is to acquire the necessary knowledge and capacities to cope with the logic and rules of economic diplomacy, and to understand the interactions between governments, firms and other non-state actors.
At the end of their studies, participants shall be able to deal with the political and geo-economic challenges regarding the regulation of trade activities and the promotion and development of business internationally.

Career Opportunities

This MSc leads to positions in governmental and international organisations, such as: Account Manager, International Project Manager, Consultant, Negotiator, Strategic Coordinator, Country Risk Analyst, International Project Management Analyst, Trade and Investment Associate, International Trade Compliance Analyst, Global Strategies Coordinator, Economic Policy Analyst, etc.

Graduates can evolve in three different sectors:

- **Business:** in large international consulting firms or companies
- **Non-governmental organisations**
- **Governmental sector**

Curriculum

The MSc combines both theoretical courses and real case studies.
The Faculty includes professors from ESCP Business School, ENA and professionals from the sector. They provide students with a solid background in management.

The alliance of two prestigious institutions will bring together talents to boost their careers by offering a unique specialisation combining Business and Diplomacy. The MSc is structured around 6 main pillars:

- **Understanding the international environment of business**
- **Knowing and practicing economic diplomacy**
- **Cooperating between private and public actors**
- **Doing consultancy, lobbying and influence projects**
- **Doing Business Internationally**
- **Working in international organizations**

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Master Thesis

This applied research project is an essential part of the programme as it requires an in-depth analysis of a relevant topic. Students work on their thesis in terms 2, 3 and 4. Their chosen topic should be approved by the thesis supervisor by the end of term 2. The assessment of the Master's professional thesis is based on a written report as well as an defense before a jury panel by the end of December.

During this time, students will also participate in a mandatory Research Seminar held by a ESCP professor. This seminar represents 3 ECTS credits of the total of 90 earned over this academic year.

Academic Director
Maxime Lefebvre

Academic Director
Fabrice Larat

Languages

Duration

15 months (Starting in October)

Mandatory seminars may take place in September

Time spent on campuses

(TBC)

How to apply

STEP 1: Online application
+ TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€25,000*

More information

Catherine Hetzel
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msc.diplomacy@escp.eu

Professional Mission

From April to December, students must complete an in-company internship of 4 months.

The internship is an opportunity for practical application of the theoretical concepts learned from courses, with an eye to establishing a career.

**Master of Science (MSc): €16,350 + specialisation:€8,650.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.
Travel and accommodation are not covered by the fees.

Digital Project Management & Consulting

Classes on the Madrid and Berlin campuses

Objectives

The MSc in Digital Project Management & Consulting equips students with the necessary tools to come to grips with the unprecedented challenges that characterise the contemporary workplace. Our teaching philosophy, "learning by doing", combines a management curriculum and an international seminar with real business cases, live case studies and the Digital Consulting Project (DCP). This combination enhances students' development experience through a hands-on approach with our partner companies.

Career opportunities

At national or international levels: Business Analyst, Project Manager, Digital Transformation Analyst, Business Consultant, Strategy Consultant, Business Development Manager, Digital Project Manager.

Curriculum

A combination of core courses, case studies, workshops and a Digital Consulting Project:

- Project Management in Practice
- Coordinating with Technology in Emergencies
- Consulting Methods
- Digital Business Transformation
- Agile Project Management
- Digital & Strategic Portfolio Management
- Robots and AI in Business
- Creative & Design Thinking
- **2 tracks to choose from:** Project Management Track, Business Consulting Track
- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

Class of 2021 background

Management /_Business **30%**
Economics **18%**
Master degree **11%**
Engineer **4%**
Project Management **4%**
Other **33%**

Nationalities • **13%**
Women • **67%**
Men • **33%**
Average age • **25**

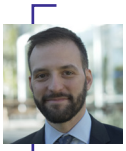
Graduate Journeys

Agathe Faure *(Class of 2020)*
Previous Studies:
• HEC Montreal: BSc Business Administration (Bilingual Program, Finance & Marketing)
Uniqlo Manager Candidate (UMC) - Graduate Program

Felix Mohr *(Class of 2020)*
Previous Studies:
• BSc International Business Administration, Otto-Friedrich-University Bamberg
Manager, KPMG Deutschland

Marina Cardenas *(Class of 2020)*
Previous Studies:
• BA International Business, Foreign Affairs and BA Political Science and International Relations, Universidad de los Hemisferios
CX Consultant: Opinno Ecuador

Laura Sommer *(Class of 2020)*
Previous Studies:
• BSc Administration and Economics, University of Passau
Consultant Strategic Change & Organisation Transformation, Deloitte



Academic Director
Petros Chamakiotis

Executive Director
Diana Pérez Arechaederra

Languages

Duration
15 months (Starting in October)

Time spent on campuses

2 terms in Madrid • 1 month in Berlin

International Seminar
The location of the international seminar changes each year.

How to apply
- **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores
- **STEP 2:** ESCP written exams
- **STEP 3:** Admission interview

Tuition Fees for 2022
€ 20,350*

More information
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Class of 2019 job survey

55% were employed before graduation
45% were employed 3 to 6 months after graduation
€42,000 average starting salary
73% have a job in an international environment

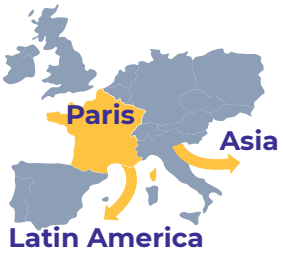
In which sectors

Consulting **45%** • Real Estate **18%** • Information technology (exluding service providers) **10%** • Agriculture / Forestry /Fishing **9%** • Automobile / Rail /Main Transport / Aeronautics **9%** • Other **9%**

**Master of Science (MSc): €16,350 + specialisation: €4,000.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

International Project Management

Classes on the Paris Campus and in Asia or Latin America



Objectives

This specialisation prepares students to manage international projects and businesses, with a focus on emerging countries. During the first part of the programme, students take classes in the fundamentals of business strategy, project management, business performance management, marketing, corporate finance, communication and leadership. The second part of the MSc allows for students to focus on their advanced electives in project management, international supply chain, international contract negotiations, digital and business transformation projects.

Career opportunities

Graduates work in positions such as: Junior Project Manager, International Project Officer, Business Process Analyst, Junior Project Financing, International Business Analyst, Junior Consultant, etc.

Curriculum

A combination of academic classes, practical cases and live simulations around 6 major themes:

- International Project Management: Digital Transformation, Agile Project, etc
- International Business Strategy: International Corporate Projects, Corporate Social Responsability, International Contracts
- Accounting and Finance for Multinationals: Business Analysis, Business Performance Management, Project Control & Costing
- Marketing and International Negotiations: Negociation of International Contracts, Key Account Management, etc
- Leadership and Muticultural Management: Business Simulation, Doing Business in Asia/Latin America
- Elective Couses: CAPM® certification from the PMI® Institute, USA, Supply Chain Management, Project Financing, etc
- Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Academic Director
Philippe Zarlowski

Languages

Duration

1 year (Starting in October)

Mandatory seminars may take place in September

International Seminar

5 months in Paris · 1-month seminar in Asia (Dubai, Mumbai and Shanghai) or in Latin America (Mexico City and São Paulo)

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€20,550*

More information

Catherine Hetzel
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Class of 2021 background

Engineering & Sciences **54%**
Business Management **12%**
Health Sciences **10%**
Marketing & Communication **7%**
Political, Legal and Social Sciences **7%**
Architecture & Fine Arts **6%**
Finance **4%**

International Students · **46%**
Women · **39%**
Men · **61%**

Class of 2019 job survey

Less than 3 months after graduation

€48K is the average starting salary
76% work in an intenational environment
90% are employed

In which sectors

Project Management **27%** • Business Development **25%** • Strategy & Organisation Consulting **15%** • Financial Analysis **8%** • Supply Chain **8%** • IT & Digital Consultancy **7%** • Others (Law, HR, etc.) **10%**

Graduate Journeys

Michele Profumo *(Class of 2017)*
Previous Studies:
• Master in Engineering at TU-Darmstadt (Germany)
• Bachelor in Engineering at University of Genova (Italy)
Team Leader - Group Strategy and Digitalisation, ARGO-HYTOS Group, Zug - Switzerland

Marine Saunier *(Class of 2017)*
Previous Studies:
• Engineering Degree at ICAM (Institut Catholique d'Arts et Métiers)
Business Analyst, Air Liquide, Philadelphia - USA

Eva Molnar *(Class of 2017)*
Previous Studies:
• Master's Degree Public Affairs, Paris Dauphine University
Head of Sales Strategy for the Region Middle-East, Africa and Turkey at AXA Partners, Dubai - UAE

**Master of Science (MSc): €16,350 + specialisation: €4,200.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Real Estate

Classes on the Madrid and London campuses

Objectives

The MSc in Real Estate will provide you with the necessary skills and networking opportunities to succeed in this fascinating and competitive sector, in an international business context. Taught by world-renowned faculty and guest expert practitioners, participants will receive a cutting-edge education combining theory with real-world practice to become leaders in the industry.

Career opportunities

At national or international levels: PropTech entrepreneur, Real Estate Big Data Analyst, Mortgage Broker and Analyst, Real Estate Asset Manager, Valuation Analyst, Development Analyst, Investment Analyst, Acquisitions Associate.

Curriculum

The MSc in Real Estate will train you to manage projects in an international business context. The specialisation makes significant use of inductive teaching methods and interactive activities (project simulations, case studies, business plan development, etc.). This guarantees the skills acquisition needed to work in multidisciplinary, international and multicultural teams. The courses address both theory and real-life applications with a practical approach to real estate:

Smart Cities and Urban Planning • PropTech and Innovation • Real Estate Consulting • Real Estate Investment Funds • Real Estate Capital Markets • Real Estate Big Data and Analytics • Real Estate Finance and Investments • Real Estate Technology • Real Estate Development • Real Estate Project Management • Real Estate Law • Culture and Heritage in Real Estate

Skills: Negotiation / Communication / Data Analysis / Digital Transformation

Field Trips & Site Visits • Live Case Studies.

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Key Aspects of the specialisation

- A multicampus programme that brings together leading professional perspectives and intercultural experiences
- Field trips to major European capitals
- A "learning by doing" programme to develop your professional skills, network and career
- A personalised experience with world-class faculty, professionals and staff members

Class of 2021 background

Managment/Business **46%**
Engeneering **6%**
Economics/Finance **14%**
Hospitality **23%**
Real Estate **3%**
Other **8%**

Women · **20%**
Men · **80%**
Nationalities · **17**
Average age · **23**

**Master of Science (MSc): €16,350 + specialisation: €4,000.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Academic Director
Jaime P. Luque

Executive Director
Francesca Heathcote Sapey

Languages

Duration
15 months (Starting in October)

International Consultancy Project
Worldwide: Students work as junior consultants in real estate companies, providing solutions to real problems.

Study Trips
Field trips to Paris and other European Cities

How to apply
- **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores
- **STEP 2:** ESCP written exams
- **STEP 3:** Admission interview

Tuition Fees for 2022
€20,350*

More information
Arantxa Chapado
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Faculty

Our world-renowned faculty are internationally recognised academics and real estate professionals who combine theory with real-world practices to prepare students to become leaders in the industry.

Strategy & Organisation Consulting

Classes on the Paris Campus

Objectives

This specialisation enables students to join the world of management consulting, digital transformation and information systems. It is also possible to join large organisations facing major organisational changes. It prepares students to become consultant, training them to design and implement strategic projects that integrate the organisational and managerial challenges of a company. The teaching approach combines both theoretical concepts and practical skills, in order to give students the necessary tools to jump straight into the job market.

Career opportunities

Graduates work in positions such as: Consultant, Project Manager, Business Analyst, M&A Consultant, Organisation and Management Project Manager, Internal Consultant, etc.

Curriculum

A combination of theory classes and of live practical cases:

- **Strategy & Organisation:** Corporate & Business Strategy, Information System Strategy & Management, Organisation Design, etc
- **Key Business Functions:** Accounting, Finance, Marketing, Supply Chain Management, etc
- **Managerial Skills:** Team Management, Communication Skills, Negociation,...
- **The ability to conduct a consultancy project in a fastchanging environment:** company live cases, business games.
- **Digital Transformation:** Design Thinking, Digital Literacy, Lean Project Management, UX Design,...
- **Knowledge of the corporate consulting and professional service firms**
- **The ability to direct large-scale strategic projects and implement major changes within companies**
- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

Consulting workshops

An immersion in the consulting world to gain hands-on experience
During the year, more than 10 consulting firms provide students with live case studies to train them and help them develop their own approaches.
It allows students to be fully immersed in the consulting world in a professional manner. Students are also invited to carry out a consultancy project on behalf of a real client in the context of an assignment that lasts several months.

Academic Director
Thierry Boudès

Languages

Duration

1 year (Starting in October)
Mandatory seminars may take place in September

International Seminar

It aims to expose students to other cultures and give them a comparative understanding of managerial and cultural practices. It is also an opportunity to meet foreign professionals and to attend a number of seminars. Each year, the locations changes.

How to apply

- **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores
- **STEP 2:** Admission interview

Tuition Fees for 2022

€20,550*

More information

Catherine Hetzel
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Class of 2021 background

Engineering & Life Sciences **41%**
Business **20%**
Economics/Finance **23%**
Political Sciences / Humanities & Fine Arts **11%**
Marketing **5%**

International Students • **38%**
Women • **38%**
Men • **62%**

Class of 2019 job survey

Less than 3 months after graduation

€44K is the average starting salary
44% work in an intenational environment
90% are employed

Consulting firms who recruit

Capgemini • Eurogroup Consulting • Wavestone • Onepoint • PwC • EY • Deloitte • SopraSteria • Twelve Consulting • IBM • and many others.

Graduate Journeys

Alessandro Aucello *(Class of 2015)*
Previous Studies:
• Bachelor's Degree from Bocconi University
Consultant, Rolland Berger

Sabine Frija *(Class of 2017)*
Previous Studies:
• IPAG Paris Panthéon Assas
Consultant, Deloitte

**Master of Science (MSc): €16,350 + specialisation: €4,200.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Big Data & Business Analytics

Classes on the Paris and Berlin campuses

Objectives

The MSc in Big Data and Business Analytics is a 15-months full-time postgraduate programme across 2 countries. It will give you all the tools to become fluent in the use of data analytics and make performance-enhancing strategic decisions from a management perspective.

Starting positions

We will help you to find the right job opportunity with the support of our ESCP Careers Service and our strong network of students and alumni.
Some examples of what your future professional role could be: Business Intelligence & Analytics Consultant, Analytics Associate, Big Data Analyst, Solution Architect, Metrics & Analytics Specialist, Marketing Analyst, Financial Analyst, Business Consultant.

Big data & business analytics professionals:

- Work in "big data" companies, such as EMC (Dell), Cisco, Oracle and IBM
- Work in consulting companies, such as McKinsey & Company, BCG and Accenture
- Are motivated to rethink and apply big data and business analytics in the strategy, as Chief Information Officer or Chief Data Officer, in energy, food, clothing and consumer goods industries.
- Found innovative start-ups

Curriculum

The course work allows participants to acquire the skills required for today's global job market.

- **Data Science:** Machine Learning, R & Business Analytics, Data Mining, Design Thinking, Data Quality & Visualisation, Business Networks & Security, Big Data Softwares, Big Data & Watson, Analytics, Data Framework & Ecosystem, Natural Language, Processing & Text Mining, Python
- **Business Analytics:** Research Methods in Business Analytics, Microsoft Data Tools Basics, Information Systems Management, Data Driven Business Strategy, Business Process Analysis & Data Modelling, Analytical Modelling, Managerial Decision Making & Modelling
- **Analytical Applications:** Accounting/Financial, Analytics & Reporting, Digital Manufacturing & Supply Chain, Marketing Analytics, Management Analytics, Digital Entrepreneurship & Innovation, Consumer Insights & Analytics (Marketing), Soft Skills in the Digital Age, Enterprise Systems Improvement (SAP, IoT, etc.)
- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

Academic Director
Lynn Farah

Academic Director
Louis-David Benyayer

Languages

Duration

15 months (Starting in October)

Time spent on campuses

7 months in Paris • 3 months in Berlin

International Seminar

1-week seminar in Beijing, China

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€20,550*

More information

Nathalie Quintin-Gezelius
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Class of 2021 background

Business **45%**
Finance/Economics **28%**
Engineering **19%**
Marketing & Communication **5%**
Humanities & Social Sciences **2%**
Political Sciences **1%**

Nationalities • **25**
Women • **35%**
Men • **65%**

Class of 2018 job survey

Less than 3 months after graduation

€52K is the average starting salary
88% work in an intenational environment
86% are employed

In which sectors

IT **33%** • Consulting **25%** • E-commerce **13%** • Energy **8%** • Others (Health Care, Luxury, Logistics, etc.) **21%**

Graduate Journeys

Bilal El Alamy *(Class of 2018)*
Previous Studies:
• Master Degree from Ca'Foscari University, Venice
Co-Founder & CEO, Equisafe

Alexandre Lachkar *(Class of 2020)*
Previous Studies:
• Bachelor Degree from The University of Warwick
Data Consultant, Artefact

**Master of Science (MSc): €16,350 + specialisation: €4,200.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Digital Transformation Management & Leadership

Classes on the London and Paris campuses

Objectives

The MSc in Digital Transformation Management & Leadership is an ideal platform for those interested in working in digital transformation and technology projects and settings, in both corporate and startup scenarios. The specialisation is specifically designed to help participants prepare for key roles in the management of business innovation, allowing them to meet the increasingly important yet complex business challenges related to digital transformation and frontier technologies.

You should consider joining this specialisation if you want to immerse yourself in a highly practical learning environment. Through a combination of company consultancy projects, practical seminars and interactive lectures, you will learn about the business of AI, Big Data, 3D Printing, IoT, Social Media, Blockchain and Robotics; as well as the processes linked to these technologies, such as automation, business analytics, project management, financing and more.

Career opportunities

This specialisation is driven by employment trends and will suit individuals who are looking to enter strategic and holistic roles related to technologies across many industries.

Top 3 graduate job titles: Consultant, Analyst and Project Manager
In which sectors: 44% Management Consultancy, 25% IT & Technology, 13% Banking & Finance, 12% Fashion, Luxury & Cosmetics, 6% Advertising & Communications
Hiring Companies (Class of 2021)**:**
Accenture - UNIQLO - Wavestone - L'Oréal - EI Technologies France - Orange - KPMG - Xiaomi Technology - BearingPoint - Deutsche Bank and many more...

Curriculum

The specialisation's innovative curriculum is based on three pillars, incorporating extensive practical experience:

- **Cognitive Skills & Leadership:** Megatrends: Understanding How the Future Unfolds | Creative Thinking | Social, Political & Ethical Dimensions in Digital Transformation | Leadership & Cultural and Emotional Intelligence
- **Digital Technologies:** Business of Frontier Technologies I: Artificial Intelligence, Cryptocurrencies & Blockchain| Industry 4.0 & Smart Integrated Technologies | Big Data & Business Analytics | Business of Frontier Technologies II: Machine Learning, 3D Printing, Robotics & Internet of Things
- **Transformation Management:** Digital Transformation & Business Strategy | Change Management | Management in the Era of Digital Transformation | Management of the Digital Transformation Processes | Project Management
- **Two specialisation tracks:** Financial Services (Fintech | Financial Markets, Institutions & Regulations) or Industry & Automation (Operations Strategy and Management in the Fourth Industrial Revolution | Automation, Robotics and Flexible Manufacturing Technologies)
- **Professional Experience:** 12-week Company Consultancy Project | Minimum 4-month internship or direct employment | Industry Research Report (Master Thesis)
- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

**Master of Science (MSc): £14,000 + specialisation: £8,200.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Academic Director
Aurélie Cnop

Languages

Duration
15 months (Starting in October)

Work experience requirement
This specialisation is specifically designed for professionals with 1.5-7 years of experience

How to apply
- **STEP 1:** Online application + TOEFL, CAE or IELTS scores
- **STEP 2:** Admission interview

Tuition Fees for 2022
£22,200*

More information
Alberto Fanelli
+44 (0)2074438893
digitaltransformation@escp.eu

Workshops & Seminars

Coding (20h) | Marketing | Personal Transformation | Financial Management | CEO Mindset | Consulting Skills | Growth & Strategy | Social Media Technology | Communication Skills | Becoming Data-Driven | Internet of Things | Agile Management

Professional Experience

12-week Company Consultancy Project | Minimum 4-month Internship or Direct Employment

Nationalities • **16**
Average work experience • **2.5 years** (ranging 1.5-8 years)
Average age • **26** (ranging 21-31)

Industry Transformation Management

Classes at ESCP Paris Campus & CentraleSupélec Saclay Campus

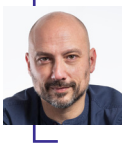
Objectives

This specialisation is designed to train future industry leaders by developing both their leadership skills and industry knowledge. Furthermore, it aims to stimulate innovation in the industry sector through digital transformation, in order to deliver on high expectations in this field.

The exclusive alliance between CentraleSupélec and ESCP Business School, brings together two world-renowned institutions that are experts in their respective fields. Students will benefit from CentraleSupélec's industry sector knowledge based on engineering science and industrial management as well as from ESCP's well-established expertise across the business management spectrum.

Courses will be taught by top professors from both institutions allowing students to experience both campuses located in Paris and Saclay. They will also benefit from the support of both schools.

Academic Director
Julie Lecardinal



Academic Director
Alexandre Tissot

Career Opportunities

This Master is suited for those who are considering a career in the Industry Sector. The specialisation prepares graduates for professional roles such as: Industrial Manager, Product Line Manager, Project Manager, Consultant, Production Manager, Lean Manager (...)

Curriculum

Following an induction seminar designed for students to meet one another and create a group dynamic for the year ahead, they will follow fundamental courses:

- **Industrial Systems Projects & Management (CentraleSupélec)**
- **Complexity & Systems Management (ESCP Business School)**
- **Industrial Efficiency & Lean Management (ESCP Business School)**
- **Change & Transformation Management (CentraleSupélec)**
- **Data Management (CentraleSupélec)**
- **Industry 4.0 (CentraleSupélec)**

During Term 3, students will have to choose a track amongst:

- **Supply Chain 4.0 (CentraleSupélec)**
- **Management for Future Industry (ESCP Business School)**
- **Industry Disruptive Thinking (ESCP Business School / CentralSupélec).**

They will benefit from courses and skills to sustain their own career choices.

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

These courses will provide students with the fundamental skills to analyse and manage industrial environments.
They will also follow a specific module to improve and develop their leadership and managerial skills.

Languages

Duration

1 year (Starting in October)

Mandatory seminars may take place in September

How to apply

STEP 1: Online application
+ TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€23,000*

More information

Nathalie Quintin-Gézelius
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Master Thesis

Each student will have to defend his or her thesis, based on both academic and field experiences.
They will be mentored by a professor from one of the two partner schools.

They will then defend their work in front of a jury composed of the thesis director (professor) and one of the academic directors. The jury will represent both schools to deliver the degree.

During this time, students will also participate in a mandatory Research Seminar held by a ESCP professor. This seminar represents 3 ECTS credits of the total of 90 earned over this academic year.

**Master of Science (MSc): €16,350 + specialisation:€6,650.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.
Travel and accommodation are not covered by the fees.

Strategy & Digital Business

Classes on the Berlin and Paris campuses

Objectives

In this programme, you will learn the strategic, digital and entrepreneurial skills for the job markets of today and tomorrow. Based on strong cooperation between business practitioners and our world-class faculty, you will acquire skills in core areas such as strategy, complex problem-solving and decision-making. You will also focus on two fields which we believe are crucial for being competitive in the future: digital literacy and the ability to code, as well an in-depth understanding of the Chinese market. Studying in the European entrepreneurial powerhouses of Berlin and Paris, you will gain comprehensive theoretical and practical insights which will equip you for a career in the world of strategy, consulting and digital business creation.

Career opportunities

As digitalisation is one of the main strategic priorities for most companies today, the Master in Strategy and Digital Business (120 ECTS) prepares you for a career in strategy and consulting, but also as an intrapreneur who drives change processes in organisations or NGOs. In addition, the application oriented curriculum will support you in joining an established start-up, or even founding your own company.

Curriculum

A combination of theory classes and of live practical cases covering the areas of:

- Managing Emerging Technologies
- Techniques for Complex Problem-Solving and Decision-Making
- Critical Thinking and Communication Skills
- Strategic and International Management
- The Chinese Market and Doing Business in China
- International Entrepreneurship
- Research Methods, Complex Systems and Organisational Change
- Language Courses and Career Development

This master programme is the right choice if you want to...

- Be equipped for a more digital and global job market
- Work in an international and entrepreneurial context or become a strategy consultant
- Develop a strategic and international mindset
- Push thinking on how digitalisation will change and influence the economy
- Meet inspiring teachers, company representatives and peers who share your passion
- Receive a renowned degree from a highly-ranked business school

Academic Director
Philip Meissner

Languages

Duration
2 years (Starting in September)

International Seminar
The location of the international seminar changes each year.

How to apply
- **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores
- **STEP 2:** ESCP written exams
- **STEP 3:** Admission interview

Tuition Fees for 2022
€29,600

More information
Martina Seikat
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msc.strategy.digitalbusiness@escp.eu

Class of 2021 background

Nationalities · **15** (79% EU)
Women · **52%**
Men · **48%**

Innovation & Entrepreneurship

Classes on the Paris and Berlin campuses

Objectives

Acquire the essential tools and reflexes to launch an entrepreneurial project, thanks to a teaching method combining theory and practice.
We will provide you with the founding principles to become an innovative and responsible entrepreneur.

Career opportunities

- Launch your own start-up
- Join a company as an intrapreneur
- Progress within the entrepreneurial ecosystem (Incubators, Venture Capital, Business Angels, Investors, etc.)

Curriculum

The programme is based on two main lines: a theoritical basis and a practical application.

The focus is placed on:

- **The Essentials:** Marketing, Finance, Negotiation, Law, Human Resources, Rhetoric, etc.
- **Venturing Machine & Entrepreneurial Track:** an exclusive course dedicated to innovative business creation
- **Digital Track:** Application Design, Web Development, Growth Marketing, Product Strategy and Onboarding, etc.
- **Creative Approach:** Creativity Marketing, Design Thinking, Entrepreneurship, etc.
- **Live Cases:** a hands-on consultancy assignment for a week in a start-up
- **Connecting with the entrepreneurial ecosystem:** join an incubator, find fundings for your project, network in the Start-Up ecosystem, participate in our CEO-talks, pitch your project during the Innovation & Entrepreneurship Awards, etc.

Throughout the year, students are supported and coached by professionals in the field to launch their own business projects.

Class of 2021 background

Business **23%**
Engineering **18%**
Marketing and Communication **17%**
Humanities & Social Sciences **12%**
Health Sciences **12%**
Law and Political Science **9%**
Economics/Finance **9%**

International Students · **19%**
Women · **47%**
Men · **53%**

Class of 2018 job survey

Less than 3 months after graduation

Amongst entrepreneurs
53% already launched their own company.
with **+€120K** of turnover and **€40K** of average salary

Amongst employees
60% work in an international environment
71% are employed
€41K is the average starting salary

Key Figures

95% work in the entrepreneurial network
182 companies created by the alumni
€197 million turnover generated
€60 million funds raised
1700 jobs created

Academic Director
Martin Kupp

Academic Director
Marc Fournier

Languages

Duration
1 year (Starting in September)

Time spent on campuses

2 terms in Paris • 1 week in Berlin

International Seminar
International study trip to San Francisco, USA (Silicon Valley)

How to apply
STEP 1: Online application + TOEFL, TOEIC or IELTS scores
STEP 2: Admission interview

Tuition Fees for 2022
€20,550

More information
Catherine Hetzel
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ms.innovation.entrepreneurship@escp.eu

Graduate Journeys

Martin Menez *(Class of 2017)*
Previous Studies:
• Engineering at Massachusetts Institute of Technology
CEO & Co-founder Bevouac

Paul Péretié *(Class of 2016)*
Previous Studies:
• Economie & Management du Design, Paris I – ENSAAMA
CEO & Co-founder Adok

Daria Chernova *(Class of 2019)*
Previous Studies:
• Master in Human Resources, Paris Pantheon Assas University
CEO & Co-founder MADAMN & RENOWME

Sustainability Entrepreneurship & Innovation

Classes on the Berlin and Paris campuses

Objectives

Business as usual is over! If you aim to take on pressing global issues within established companies and industries, start-ups, or as an entrepreneur, the Master in Sustainability Entrepreneurship and Innovation (120 ECTS) provides you with the necessary skills to succeed. The objective is to **help value-driven, ecologically and socially responsible entrepreneurs in developing business plans and models** that rethink the way the world does business. This programme opens up alternatives to traditional corporate careers: become a social entrepreneur in your own start-up, or within established companies and industries.

With this programme you will benefit from ESCP academic expertise in the fields of:

· entrepreneurship and sustainability research (SustBusy Research Centre, Jean-Baptiste Say Institute, and the Blue Factory)
· teaching (Master in International Sustainability Management, Executive Master in Digital Innovation and Entrepreneurial Leadership) ESCP programmes have a strong focus on pragmatic relevant tools and methods.

Career opportunities

This programme fosters a solid understanding of the complex relationships between business, the natural environment and society, and how entrepreneurial approaches can make positive contributions. The Master in Sustainability Entrepreneurship and Innovation provides the skills to create job profiles based on your personal interests. Your future working environments will be "hybrid", for-profit organisations, NGOs as well as corporate spinoffs or business development units.

Curriculum

The programme builds on a theory-based understanding of sustainability entrepreneurship and innovation. Additionally, you have the opportunity to gain hands-on experience throughout the whole programme.

The courses include:

- **Sustainability Entrepreneurship**
- **Values-Based and Sustainability Innovation**
- **Problem solving and communication**
- **Entrepreneurial Finance, Accounting and Marketing**
- **Leadership Skills, Teams and Collaboration**
- **Project Management and Consulting**
- **Business Modelling, Sustainable Lifestyles Venture Project (together with UNEP)**
- **Internship or Business Development Project**
- **Research Methods, Managing Complex Projects**
- **Language Courses and Career Development**

This master programme is the right choice if you want to...

- Assume the important role entrepreneurs and intrapreneurs can play in **sustainable transformation of markets and society**
- Focus on the ethical and practical implications of **ecologically- and socially-responsible entrepreneurship**
- Work in an **international context**
- Engage in developing your own business models and become a change agent in new and existing organisations
- Meet entrepreneurs, teachers and researchers who share your passion for next generation business approaches
- Add value to your CV by leveraging the highly ranked ESCP Business School

Academic Director
Florian Lüdeke-Freund

Languages

Duration
2 years (Starting in September)

International Seminar
International study trip to San Francisco, USA (Silicon Valley)

How to apply
- **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores
- **STEP 2:** ESCP written exams
- **STEP 3:** Admission interview

Tuition Fees for 2022
€27,700

More information
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Auditing & Consulting

Classes on the Paris Campus

Objectives

With this specialisation, we intend to give our students a 360° view of the auditing and consulting world and give them both the professional skills and the know-how to excel in an international context.

Starting positions

Graduates of the MSc in Auditing and Consulting work in auditing in international practices which offer fast-track, bright careers for highly motivated people. They may also choose to branch out into other sectors: working in a consulting practice, in the finance services of international corporations or banks, or in the internal auditing department of a multi-national corporation.

Where Graduates work

Deloitte • EY • KPMG • Mazars • PwC • Grant Thornton • BNP Paribas • Société Générale • Saint-Gobain • etc.

Curriculum

Beyond the teaching of technical knowledge, this specialisation promotes an enterprising spirit, a sense of responsibility, networking, and team work.

A combination of theory and of live practical cases:

- **Financial Audit**
- **Internal Audit and Control Systems**
- **Financial Accounting**
- **Mergers and Acquisitions**
- **Corporate Finance**
- **Business and Tax Law**
- **Cost Analysis and Management Control**
- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

Academic Director
Anne Le Manh

Languages

Duration

1 year (Starting in September)

Mandatory seminars may take place in September

International Seminar

The location of the international seminar changes each year.

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€20,550*

More information

Catherine Hetzel
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ms.auditconsulting@escp.eu

Class of 2021 background

Economics/Finance **46%**
Business **36%**
Engineering **7%**
Political Science **4%**
Humanities & Social Sciences **4%**
Marketing & Communication **3%**

International Students • **54%**
Women • **36%**
Men • **64%**

Class of 2019 job survey

Less than 3 months after graduation

€41K is the average starting salary
52% work in an intenational environment
100% are employed

In which sectors

79% • External Audit & Advisory (Big Four & Mazars)
11% • Consulting
10% • Others (Internal Auditing, Finance, etc)

Graduate Journeys

Arnaud Autret *(Class of 2011)*
Previous Studies:
• PhD in cellular biology, Université René Descartes
Investment Principal, M Ventures

Marine Guillou *(Class of 2015)*
Previous Studies:
• Studies: Master 2 in Finance, ESG MS
Transactions Services & Restructuring Analyst, Eight Advisory

**Master of Science (MSc): €16,350 + specialisation: €4,200.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Financial Management (CFO)

Classes on the Paris Campus

Objectives

The aim of this specialisation is to develop skills to prepare students for corporate finance positions, such as Financial Director or Chief Financial Officier (CFO).
The main learnings, focused on economic and financial management, foster a real expertise and develop skills in operational management, by taking into consideration the strategic and managerial stakes of an organisation.
This MSc allows you to become an expert in the field, and reach high positions, particularly within finance departments.

Career opportunities

Graduates work in positions such as Head of a Business Unit, CFO, Business Analyst, Financial Controller, Finance Consultant, etc.

Curriculum

With a hands-on approach, the specialisation focuses on both academic excellence and companies' operational issues. **The specialisation explains corporate finance and its link with strategic and operational management. It is structured around 4 pillars:**

• **Finance:** Corporate Finance, Financial Engineering, Financial Analysis, Valuation, Cash Management, Financial Management Transformation

• **Financial reporting:** Financial Reporting under IFRS, Group Financial Reporting

• **Economic Performance Management:** Cost Analysis and Control, Management Control, Supply Chain Performance, Risk Management and Internal Control

• **Management:** Strategy, Management, Negotiation

Aside from these technical aspects, this specialisation prepares students for job interviews with professionals and for teamwork. Approximately 30% of the courses are taught in English.

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Academic Director
Franck Bancel

Languages

Duration
1 year (Starting in October)

Mandatory seminars may take place in September

International Seminar
The location of the international seminar changes each year.

How to apply
STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022
€20,550*

More information
Catherine Hetzel
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Class of 2021 background

Engineering **61%**
Economics and Finances **11%**
Humanities & Social Sciences: **11%**
Political Sciences **7%**
Law **7%**
Business: **3%**

International Students • **18%**
Women • **21%**
Men • **79%**

Class of 2019 job survey

Less than 3 months after graduation

82% are employed
€41K is the average starting salary
71% work in an international environment

In which sectors

Consulting **29%** • External Auditing **19%** • Internal Auditing, Management Control **19%** • Luxury **14%** • Banking/ insurance **7%** • Others (Public Services, Architecture, IT, etc) **12%**

Graduate Journeys

Laurent Alaus *(Class of 2011)*
Previous Studies:
• Engineering at Centrale/ SUPELEC
Financial Analyst, Orange

Pierre Badefort *(Class of 2013)*
Previous Studies:
• Engineering Degree at ESIEE
Project Management Controller, Thales RAYTHEON Systems

**Master of Science (MSc): €16,350 + specialisation: €4,200.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Finance

Classes on the Paris and London campuses

Objectives

The Master in Finance's goal is to shape experts in **investment banking and capital markets** who are able to progress rapidly in international professional environments. The full-time intensive format of the specialisation provides students, after a comprehensive period of study, with immediate access to high-ranked positions in the finance industry.

Starting positions

Graduates work in all positions available in the world of finance:

- Sales, Traders, Market Makers, Quants, Structurers
- Equity Research, M&A, ECM, DCM, Leveraged Finance, Structured Finance, Financial Advisory
- Regulators, Risk Management, Rating Agencies

Curriculum

After refresher courses in Maths and Accounting, the specialisation is divided into two terms. The technical courses are complemented by a soft skills training to prepare students for the recruitment process post-graduation.

6 weeks in Paris are dedicated to core courses teaching fundamental finance concepts and skills:

- **Financial Economics**
- **Options, Futures and Derivative**
- **Business & Financial Markets News**
- **Financial Analysis and Evaluation**

24 weeks (including 15 weeks on the ESCP London Campus) dedicated to one of two specialisations:

- **Corporate Investment Banking**
- **Financial Markets**

Both specialisations are business oriented and focus on applied courses.

- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

Academic Director
Philippe Thomas

Languages

Duration

15 months (Starting in October)
Mandatory seminars will take place in September.

Time spent on campuses

1 term in Paris • 1 term in London

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€25,600*

More information

Catherine Hetzel
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ms.finance@escp.eu

Class of 2021 background

Business Schools **42%**
Economics/Finance Universities **27%**
Ingineering **19%**
Others (Political Science - Biopharma - Architecture - etc.) **5%**

International Students • **58%**
Women • **24%**
Men • **76%**

In which sectors

Investment Banking Corporate **58%** • Financial Markets **28%** • Others (Regulation bodies, etc.) **14%**

Graduate Journeys

Stefan Hanemian *(Class of 2017)*
• Previous studies: Master in Finance, Paris Dauphine University
Trader, Goldman Sachs, London

Marie-Victoire Rozé *(Class of 2004)*
• Previous Studies: Master in Finance, Paris II – Panthéon-Assas University
Senior Managing Director, Ardian, Paris

Job survey

Less than 3 months after graduation
€78K is the average starting salary
76% are employed
45% working outside their country

Less than 3 years after graduation
€125K is the average starting salary
100% are employed
63% working outside their country

**Master of Science (MSc): €16,350 + specialisation: €9,250*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

International Business Law & Management

Classes on the Paris and London campuses

Objectives

The MSc's main objective is to train lawyers and legal expertise in management skills in addition to their legal skills so that they can think and act as business partners as well as legal experts, at an international level, in the best interest of their clients.

Career opportunities

Business Lawyer, Corporate Lawyer, Compliance Officer, Contract Manager, Lawyer in an International Organisation or in an Investment Bank, Lawyer in an Investment Fund, etc

Curriculum

The coursework allows participants to acquire skills in business law, finance and management:

- Accounting
- Fundamentals of Finance and Economics
- Corporate Finance
- Finance Engineering
- Finance for M&A
- Strategy
- Project Finance
- Negotiation
- Applied Business Law
- Contractual Practice
- etc.

In addition, the ESCP Law Clinic provides legal information and preparation of legal advice during the year.

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Two Partnerships in London

Students choose between:

- taking courses in partnership with the **British Institute of International and Comparative Law (BIICL)**
- access to the CCLS courses at **Queen Mary University of London**, if they wish to take two L.L.M. modules.

Class of 2021 background

Law: **98%**

Economics/ Finance **2%**

International Students • **27%**
Women • **44%**
Men • **56%**

Class of 2018 job survey

€49K is the average starting salary
68% work in an intenational environment

In which sectors

Law & Justice **40%** • Banking. Insurance **28%** • Consulting **6%** • Market Finance **6%** • Others (IT, Food, etc.) **20%**

Academic Director
Gilles Pillet

Languages

Duration

1 year (Starting in October)

Mandatory seminars may take place in September

Time spent on campuses

1 term in Paris • 1 term in London

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€20,550*

More information

Catherine Hetzel
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ms.business.law@escp.eu

Graduate Journeys

Hélène Goupil *(Class of 2017)*
Previous Studies:
• Structures & Business Law Master's Degree, Nanterre University
Legal Counsel Corporate/M&A, Deezer

Carole Signé *(Class of 2016)*
Previous Studies:
• Business Law Master's degree, Nanterre University
Global Markets Compliance Advisor, Natixis

Antoine Alexis *(Class of 2017)*
Previous Studies:
• British & North American Business Law Master's degree, Paris I
Lawyer, Mayer Brown

**Master of Science (MSc): €16,350 + specialisation: €4,200. Additional fees may apply for applicants with fewer than 240 ECTS credits, and students interested in following Queen Mary University Classes.*

International Wealth Management

Classes on the Paris and London campuses

Objectives

Enable students to master the essentials in key aspects of international wealth management such as law, finance and tax in an international environment. Develop an understanding of the cross-border issues, ethics and psychology involved in the wealth management.

Career opportunities

Graduates work in positions such as: Independent Financial Advisor, Risk Controller, International Product Manager, Junior Private Banker, Portfolio Manager, Notary, Heritage Planner, Lawyer, Etc.

Curriculum

In addition to technical knowledge, the specialisation develops students' entrepreneurial spirit, learning to take reponsibilty as well as networking and teamwork skills.

It addresses the following areas:

- Introduction to Finance
- Compliance - Deontology
- Portfolio Management & Asset Allocation
- Law & Taxation of Private Assets
- Alternative Investment Strategies
- Global Estate Planning: Life Insurance, Real Estate, Trusts
- Wealth Strategies & Corporate Structures
- Alternative Investment Strategies

In addition, students develop a Capstone Project in partnership with Lombard Odier Bank.
The results of each group's work are presented to a jury composed of ESCP professors and members of Lombard Odier Bank, with the best being awarded a prize offered by Lombard Odier.

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Class of 2021 background

Economics/Finance **58%**
Business **21%**
Law **18%**
Marketing & Communication **3%**

International Students • **21%**
Women • **42%**
Men • **58%**

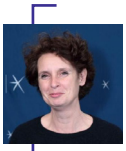
Class of 2019 job survey

Less than 3 months after graduation

80% are employed
€58K is the average starting salary
95% work in an intenational environment

In which sectors

Banking/Insurance **68%** • Market Finance **16%** • Consulting **11%** • Fintech **5%**



Academic Director
Laurence-Claire Lemmet

Academic Director
Jean-Philippe Mabru

Languages

Duration

1 year (Starting in October)

Mandatory seminars may take place in September

Time spent on campuses

5 months in Paris • 3 weeks in London

International Seminar

1-week seminar in Geneva, Switzerland, with 3 leading banks: Mirabaud, Edmond de Rothschild and SYZ.

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€ 20,550*

More information

Catherine Hetzel
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ms.wealthmanagement @escp.eu

Graduate Journeys

Julie Bertin *(Class of 2012)*
Previous Studies:
• BBA at Edhec Business School
Relationship Manager Credit Suisse, Zurich

Arnaud Vouaux *(Class of 2008)*
Previous Studies:
• INSEEC Business School
Client Advisor Edmond de Rothschild Corporate Finance, Paris

**Master of Science (MSc): €16,350 + specialisation: €4,200.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Biopharmaceutical Management

Classes on the Paris and London campuses

Objectives

The aim of this specialisation is to educate doctors, pharmacists, biotech and IT engineers or those with PhDs in life sciences, preparing them for business careers in the healthcare industry. Business professionals as well as lawyers with a strong interest in the Biopharmaceutical sector may also apply for this specialisation.
The specialisation allows students to access highlevel positions in healthcare-related industries such as venture capital, consulting and digital marketing agencies.

Career opportunities

Consultant, Entrepreneur, Venture Capitalist & Asset Manager, Data Scientist, Medical Science Liaison, Digital Marketing & Product Manager, Market Access Specialist, Business Developer, Public Affairs & Key Account Manager, etc.

Curriculum

Classes are taught by both faculty from ESCP Business School and successful professionals from major Biopharmaceutical, MedTech, Consulting and Big Data companies.

A combination of valuable academic teaching, practical cases and company projects, including:

- Market Access & Global Pricing
- Digital Communication, Marketing & Social Media for the Healthcare Industries
- Prospective Analysis & Biopharma Corporate Strategy
- Entrepreneurship & Innovation Management in Biopharma
- Business Analytics & Big Data Management
- Medtech & Medical Devices
- Management, Financial Reporting & Management Control
- Business Development & Finance for the Biopharma Sector

3 specialisation tracks: International Pharmaceutical Marketing Management, Biotechnology/Finance & Venture Capital, Consulting/Big Tech & Data Management.

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Class of 2021 background

Pharmacists **63%**
Biologists **13%**
PhD & Doctors **9%**
Engineers **9%**
Veterinarians **3%**
Others **3%**

International Students • **37%**
Women • **63%**
Men • **37%**

Class of 2019 job survey

Less than 3 months after graduation

96% are employed
€48K is the average starting salary
63% work in an international environment

In which sectors

64% • Pharmaceutical Industry
24% • Consulting
12% • Others (IT, Finance, etc.)

**Master of Science (MSc): €16,350 + specialisation: €4,200.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Academic Director
Frédéric Jallat

Languages

Duration

1 year (Starting in September)

Mandatory seminars may take place in September

Time spent on campuses

5 months in Paris • 1 month in London

International Seminar

The location of the international seminar changes each year.

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€20,550*

More information

Catherine Hetzel
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ms.biopharma@escp.eu

Graduate Journeys

Dries Hens *(Class of 2016)*
Previous Studies:
• Medical Doctor, Leuven University, Belgium
Co-Founder & Chief Business Officer, LynxCare Clinical Informatics, Brussels

Yane Yane Cheng *(Class of 2014)*
Previous Studies:
• Engineering Degree, Ecole Centrale Marseille
HealthCare Data Analyst, Boston Consulting Group, Paris

Emmanuelle Coutanceau *(Class of 2007)*
Previous Studies:
• PhD. in Microbiology, Paris VII University
Investment Director, Novo Seeds, Copenhagen

Energy Management

Classes on the London and Paris campuses

Objectives

The MSc in Energy Management provides students with a holistic, 360-degree view of the energy business. The specialisation covers renewable and alternative energy, sustainability, electricity markets and oil business, as well as gas and LNG markets, focusing on providing participants with the essential toolkit to manage real-life projects in the energy-transition era.

This specialisation is accredited by the Energy Institute (EI) for the purposes of fully meeting the requirements for MEI.

Starting positions

This master will be suitable for those who are considering a career in: Consulting/Project Management, Investment Banking, Trading, Asset/ Portfolio Management, Risk Management, Energy Policy, Market/Business Analysis, Brokering and Operations.

Curriculum

This programme is built on three pillars, incorporating extensive practical experience:

- **General Management:** Principles of Finance | Corporate & Business Strategy | Operations & Supply Chain Management | Energy Economics
- **Energy Fundamentals:** Oil & Gas Business | Renewable Energy | Electricity Markets | Energy Markets & Other Commodities | Energy Policy | Gas & LNG Markets
- **Managerial Challenges in Energy:** Sustainability & Energy | Energy Trading | Project Financing & Evaluation | Energy Risk Management | Entrepreneurship & Innovation | Digitalisation & Energy Transition
- **Seminars (Compulsory):** Problem Solving & Decision Making | Data Analysis | Business Consulting | Blockchain Technology | Energy Security & International Politics | Research Methods | Python Programming Language
- **Two specialisation tracks:** Finance & Investment or Project Management & Consultancy
- **Integrated Practical Experience:** Energy Trading Challenge | Company Consultancy Project (8-12 weeks) | Min. 4-month Professional Experience (Internship / Direct Employment) | Professional Master Thesis
- **Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.**

Academic Director
Georgia Makridou

Languages

Duration

15 months (Starting in October)

Time spent on campuses

7 months in London • 3 months in Paris

Work experience requirement

This specialisation is specifically designed for professionals with 1-7 years of relevant experience

How to apply

STEP 1: Online application + TOEFL, CAE or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

£22,200*

More information

Alberto Fanelli
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Class of 2021 background

Participants • **30**
Nationalities • **18**
Average age • **26** (ranging 22-34)
Average work experience • **3 years** (ranging 1-9)
Women • **25%**
Men • **75%**

Academic background

Management/Business/Finance **37%**
Engineering/Sciences/Technology **33%**
Economics/Political Sciences **20%**
Other **10%**

Class of 2020 job survey

Less than 6 months after graduation

€46K is the average starting salary
53% were employed before graduation
93% are employed

Personal career transformations

56% changed their industry
50% moved to another country
50% changed job function

In which sectors

Industries: Energy **69%** • Management Consulting **19%** • Banking & Finance **6%** • Technology **6%**

Companies Hiring

E.ON – Total – EDF – Engie – Schlumberger – Wood Mackenzie – Schneider Electric – KPMG - Delloite – BNP Paribas – Ernst & Young - Goldman Sachs – Société Générale – JP Morgan – Uniper

Graduate Journeys

Matteo Bianciotto *(Class of 2015)*
Previous Studies:
• MSc in Mechanical Engineering at Politecnico di Torino

Sebastjan Zibert *(Class of 2015)*
Previous Studies:
• Bachelor (BSc), Finance Management/ Corporate Finance at the Economic University of Ljubljana

Raka Sarkar *(Class of 2016)*
Previous Studies:
• MSc in Renewable Energy Science & Technology at Ecole Polytechnique

**Master of Science (MSc): £14,000 + specialisation: £8,200.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

International Sustainability Management

Classes on the Berlin and Paris campuses

Objectives

Your career will make a difference! Join an international student body in the Master in International Sustainability Management programme (120 ECTS). Study in Berlin and Paris at ESCP to benefit from the scientific expertise of its SustBusy research centre and acquire specific knowledge in sustainable and responsible management: ecosystems Science and climatology, sustainability culture, sustainable supply chains and CSR reporting, as well as general management content with a strong global dimension.

Career opportunities

As a sustainability professional, you will be able to work in green sectors such as energy, technology or food, in strategy or marketing departments, for consultancies or NGOs. We will also enable you to found your own startup and become a social entrepreneur.

Curriculum

A combination of theory classes and of live practical cases covering the areas of:

- Environmental and Sustainability Management
- Science & Economics
- Frameworks for a Sustainability Transition
- Society, the Developing World and the Financial Dimension
- Sustainable Governance & Management in an International Context
- Project Management & Consulting
- Research & Complexity
- Language & Career Development

This master programme is the right choice if you want to...

- Gain a broad knowledge of sustainability, qualifying you for a management position in this field
- Gain a holistic understanding of environmental issues and climate change with a sound scientific basis.
- Push global rethinking on sustainable management and business models
- Meet experts, company representatives and peers who share your passion
- Enhance your personal skills for systematic career development in sustainability
- Add value to your CV by leveraging the rankings and reputation of ESCP Business School

Key Academic Area overview

Sustainability is a Key Academic Area on the ESCP Berlin Campus. It includes various study programmes, research projects and Berlin Campus' activities in the pursuit of itself of becoming a sustainable organisation itself. This Key Academic Area is devoted to finding answers to essential questions within the field of sustainability entrepreneurship and management.

Academic Director
Sylvie Geisendorf

Academic Director
Olivier Delbard

Languages

Duration

2 years (Starting in September)

How to apply

- **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores
- **STEP 2:** ESCP written exams
- **STEP 3:** Admission interview

Tuition Fees for 2022

€ 29,600*

More information

Jessica Thater
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msc.internationalsustainability@escp.eu

Class of 2021 background

Business Administration/Economics **64%**

Sociology/Geography/Politics/Law **7%**

Environmental Sciences/Ecology/Biology **5%**

Language/Culture/Literature **5%**

Architecture/Arts/Design **7%**

Engineering **12%**

Nationalities · **19**
Women · **67%**
Men · **33%**

**Early bird tuition fees of €26,640 may apply depending on your application date.*

Management of Cultural & Artistic Activities

Classes at Venice, Ca'Foscari University and on the Paris Campus

Objectives

The expectation of companies in the cultural and editorial sectors is to recruit high-level managers who are able to develop, launch and manage cultural and editorial productions. Digital technology has deeply transformed these sectors. Cultural contents are now at the heart of this change: new practices of cultural consumption, new legal issues with big data, new media reading, new funding practices, new channels of financing, new sales methods, etc.
This programme will help you understand the specificities of managing cultural projects on international and european scales.

Starting positions

Graduates work in positions such as: Cultural Project Manager, Editorial and Digital Project Manager, Production Manager, Digital Development Officer, Cultural Heritage Manager, Patronage Manager, Editorial Manager, Rights Transfer Officer, Marketing Manager, etc.

Curriculum

The MS combines both theoretical courses and real case studies. The Faculty includes professors from ESCP Business School, Ca' Foscari University and professionals from the culture and publishing sectors. They provide students with a solid background in management applied to the following sectors:

- Project Management and Strategy for Cultural Industries
- Law and Economics for Art and Culture
- Arts and Culture Marketing
- Finance and Accounting for the Cultural and Publishing Industries
- Valuation of Cultural Assets

The programme offers two specialisations:

- **Culture:** Management of Cultural Projects | Cultural Policies | Heritage
- **Digital Publishing:** Management of Editorial Projects | Editorial Techniques | Paper and Digital Publishing

This programme is only accessible to students who have **the equivalent of 300 ECTS credits (Master 2)**. We encourage students to learn Italian as some lessons may be taught in this language.

Class of 2021 background

Humanities & Social Sciences **45%**
Literature/Philosophy/Languages **11%**
Architecture/Fine Arts **11%**
Law **8%**
Political Sciences **8%**
Business **8%**
Marketing and Communication **6%**
Engineering **3%**

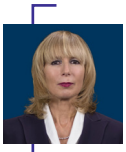
International Students • **16%**
Women • **86%**
Men • **14%**

Class of 2018 job survey

€33K is the average starting salary
73% work in an international environment

In which sectors

Culture & Heritage **58%** • Audiovisual, Entertainment & Cinema **12%** • Consulting **8%** • Luxury **8%** • Others (Humanitarian, IT, Journalism, etc.) **14%**



Academic Director
Carole Bonnier

Academic Director
Umberto Rosin

Academic Director
Francesco Casarin

Languages

Duration

1 year (Starting in September)

Time spent on campuses

1 term in Venice • 1 term in Paris

How to apply

STEP 1: Online application
+ TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€16,350

More information

Catherine Hetzel
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Graduate Journeys

Paola Gonzato *(Class of 2008)*
Previous Studies:
• Postgraduate Degree in Philosophy, Bologna University, Italy
Sponsorship Manager, Rmn-GP (Réunion des Musées Nationaux – Grand Palais), Paris

Mathieu Odinet *(Class of 2017)*
Previous Studies:
• Sciences Po Paris, Conservatoire National Supérieur de Musique, Paris
Sponsors and Major Donors Manager, Opéra National de Paris

Media Management

Classes on the Paris Campus

Objectives

The goal of the MSc in Media Management is to prepare media professionals for their future careers: management and strategic consulting applied to the media, film or television production and distribution, transmedia production, digital entrepreneurship, audiovisual writing and media consulting.

Career opportunities

Graduates work in positions such as: Programming Director, Film Producer, Scriptwriter, Entrepreneur/Intrapreneur, Transmedia Project Manager, Community Manager, Manager in charge of Development, Strategic Studies Manager, Advertising Sales Manager, Media Strategy Consultant, ...

Curriculum

A combination of theoretical approaches and of live practical cases.
The focus is on:

- Media Management
- Management Techniques applied to Media
- Innovation in the Audiovisual Sector
- Big Data and Media Companies
- Film Production
- Creativity Management and Entrepreneurship
- Cross-Media Strategy
- International Film Distribution
- Audiovisual Writing Techniques

Breakfast series

In addition to the areas mentioned above, students regularly organise "Press Club Breakfasts": an opportunity to meet figures and professionals from the Media world and to discuss current issues.

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Academic Director
Isabelle Beyneix

Languages

Duration

1 year (Starting in October)

Mandatory seminars may take place in September

International Seminar

The location of the international seminar changes each year.

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores

STEP 2: Admission interview

Tuition Fees for 2022

€16,350*

More information

Catherine Hetzel
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ms.media@escp.eu

Class of 2021 background

Business
27%

Marketing and Communication
20%

Humanities & Social Sciences
20%

Law
12%

Political Science
7%

Fine Arts/Literature/Philosophy
7%

Economics/Finance
5%

Engineering
2%

International Students • **17%**
Women • **59%**
Men • **41%**

Class of 2018 job survey

Less than 3 months after graduation

€38K is the average starting salary
50% work in an international environment

In which sectors

Audiovisual/Entertainment/Cinema **50%** • Journalism **15%** • Culture & Heritage **15%** • Others (IT, Tourism, etc.) **20%**

Graduate Journeys

Elizabeth Yturbe *(Class of 2017)*
Previous Studies:
• EFAP Paris, Programme Grande École Marketing & Communication
Development Executive - TV Series, Lagardère Studios

Alejandra Del Real *(Class of 2016)*
Previous Studies:
• Bachelor Degree in Film & Television, Boston University
Director of Development, House of Greenland

Antoine Derroja *(Class of 2014)*
Previous Studies:
• Sciences-Po Aix-en-Provence
Acquisition & Development Manager, About Premium Content

**Additional fees may apply for applicants with fewer than 240 ECTS credits.*

Hospitality and Tourism Management

Classes on the Madrid and Turin / London campuses and at Cornell University Ithaca, New York (USA)

Objectives

Based in Spain, a world-leader in Tourism & Hospitality, this life-changing specialisation will give you the training and tools you need to have a successful and international career in the hospitality sector. This multicampus structure (Madrid & Turin / London) with two specialisation tracks (Hospitality Management or Hotel Development) combined with our "learning by doing" curriculum, International Consultancy Project (ICP) and the Professional Development Programme at the Cornell University School of Hotel Administration, will most definitely enhance your profile, and provide added value that will help you develop a successful career in the sector.

Career opportunities

On a national or international level: Consultant, Marketing & Communication, Revenue Management, Luxury Tourism, Hotel Management, Advertising, Real Estate Development for Hospitality, PropTech, Event Manager, Hospitality & Tourism Startups, Travel Distribution

Curriculum

A combination of theory classes and of live practical cases:

- Hotel Operational Management
- Tourism and Global Economy
- Strategy & Marketing for Hospitality and Tourism Services
- Smart Cities and Urban Planning
- PropTech and Innovation (I)
- Hotel Operational Management
- Entrepreneurship for Hospitality & Tourism
- Hotel Mergers & Acquisitions
- Live Case Studies

2 specialisation tracks to choose from:

Turin: Hospitality Management
London: Hotel Development

1 International Consultancy Project (ICP):

Multicultural teams of students work in companies as junior consultants, providing solutions to real issues.

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Class of 2021 background

Hospitality/Tourism **71%**
Marketing/Communication **6%**
Management/Business **10%**
Liberal Arts **13%**

International Students • **94%**
Women • **52%**
Men • **48%**

Graduate Journeys

Davide Cappitella *(Class of 2019)*
Previous Studies:
• Intl. Relations at the Università degli studi di Torino
Assistant Hotel Manager en RIU Hotels & Resorts

Jorge Coca López *(Class of 2019)*
Previous Studies:
• Master in revenue Management, Marketing and Tourism Communication at CESAE Business & tourism School
Assistant to Management - Parador de Cervera de Pisuerga in the Paradores

Marie Terrou *(Class of 2020)*
Previous Studies:
• Bachelor in Hospitality & Tourism Management from VATEL
HR Manager at Captain Contrat

Academic Director
Jaime Perez Luque

Executive Director
Laura Reyero

Languages

Duration

15 months (Starting in October)

Time spent on campuses

2 terms in Madrid • 1 term in Turin or London

PDP Certification

Professional Development Programme by The Hostel School Cornell SC Johnson College of Business, Ithaca, NY
Courses online + in class: 4 courses on Hospitlaity Management

How to apply

- **STEP 1:** Online application + TOEFL, TOEIC or IELTS scores
- **STEP 2:** ESCP written exams
- **STEP 3:** Admission interview

Tuition Fees for 2022

€24,350*

More information

Arantxa Chapado
+34 911719016
msc.hospitalitytourism@escp.eu

Class of 2019 job survey

20% were employed before graduation
80% were employed after graduation
60% have a job with an international dimension

In which sectors

Tourism/Entertainment/Hospitality & Restaurant **40%** • Consulting **20%** • Chemical/Pharmaceutical/Cosmetic **20%** • Design **20%**

**Master of Science (MSc): €16,350 + specialisation: €8,000*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

International Food & Beverage Management

Classes on the Turin and Paris campuses

Objectives

The specialisation is designed for those aiming for a managerial career in the Food and Beverage industry in international companies (Granarolo, Lavazza, Barilla, Savencia, Unilever, Ferrandi, Danone, Frescobaldi)

Starting positions

The Careers Service will support you throughout your studies. You will also benefit from the support of the strong network of students and alumni. **The specialisation prepares graduates for professional roles such as:** Brand Manager, Export/Import Manager, Communications Manager, Marketing Manager, Product and Business Developer or an Entrepreneurial career in Family Businesses.

Curriculum

This specialisation provides company experiences, one company consultancy project, product tasting sessions, group works and networking opportunities. **A combination of theoretical classes and of live practical cases on the following topics:**

- Financial Accounting in F&B
- Marketing Principles in F&B
- Corporate Strategy & Digital Strategy for F&B
- Sales Management in F&B.
- Start-ups and Family Businesses in the F&B
- Supply Chain & Operations in the F&B Industry
- Negotiations in an Intercultural Context
- Trade, Retail & Category Marketing in the F&B Industry
- Sustainability and Risk for F&B Companies

Students will also take a compulsory seminar on Ethics, Environmental, Social & Corporate Governance.

Class of 2021 background

Management/Business **32%**
Economics **24%**
Food Science **10%**
Engineering **5%**
Political Sciences & International Relations **5%**
Marketing & Communication **5%**
Others **19%**

International Students • **59%**
Women • **44%**
Men • **56%**

Class of 2019 job survey

Less than 3 months after graduation

25% have a job with international dimension
83% are employed

In which sectors

Food & Beverage **76%** • Others (Hospitality, E-commerce, Investment Management, etc.) **24%**

In which areas

33% • Marketing, Social Media & Brand Management
30% • Sales & Business Development
9% • Product Management
28% • Others (Project Management, E-commerce, Operations, Global Expansion, etc.)

Academic Director
Francesco Venuti

Languages

Duration

15 months (starting in October)

Time spent on campuses

7 months in Turin • 3 months in Paris
1 term worldwide (thesis + internship)

International Seminar

The location of the international seminar changes each year.

How to apply

STEP 1: Online application + TOEFL, TOEIC or IELTS scores
STEP 2: Admission interview

Tuition Fees for 2022

€28,000*

More information

Elena Galvagno
+ 39 011 670 5894
msc.foodbeverage@escp.eu

**Master of Science (MSc): €16,350 + specialisation: €11,650.*
Additional fees may apply for applicants with fewer than 240 ECTS credits.

Admission Requirements

Masters of Science

- Bachelor degree or equivalent (minimum of 180 ECTS credits)
- Proficiency in English (level C1)

Specialised Masters

- Master degree or equivalent (minimum of 240 ECTS credits)
- Proficiency in French (level C1) and English

Required documents

- Completed online application form
- Up-to-date curriculum vitae
- Photocopy of passport or identity card
- A copy of your Bachelor/Master diploma if already obtained (or a certificate of enrolment for current Bachelor/Master studies)
- University transcripts of your Bachelor/Master degree (final 2 years of study)
- A copy of your TOEFL or TOEIC listening and reading score or IELTS score (taken within the last two years)

For the MSc in Finance and MSc in International Food & Beverage Management

- A copy of your GMAT score (or equivalent)

We strongly recommend adding two letters of recommendation to your application

Application Fees
(non-refundable)

- €130 per application
- Candidates may apply for more than one programme (check website for details)

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Meet us **worldwide**

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AT FAIRS
Check our website
escp.eu/ms

Student Life

A strong sense of school spirit and community is a defining characteristic of ESCP Business School. Involvement in extra-curricular activities and student associations is strongly encouraged; we consider it an essential part of students' personal well-being and professional development. Student life on each of the campuses is shaped by the initiatives and activities offered by some fifty clubs and associations that organise networking, artistic and cultural events, political discussions, sports tournaments, social events, humanitarian activities, etc.

Some examples of Student Societies:

The ESCP Business School Regatta: Students and Alumni sail together

The ESCP Regatta symbolises what ESCP is all about. Once a year, students from all campuses, as well as members of staff, faculty and alumni, gather in Italy for a weekend at sea. The event is a unique opportunity to maximise the potential of a multi campus school and to strengthen and broaden the group spirit key to the ESCP community.

The ESCP Regatta has become a landmark in the School's sporting, networking and social calendar. Hundreds of participants sailed together in 2019, manning several yachts around Porto Rotondo, Italy.

Working in teams to take first place, the event allows for excellent group bonding and the continued development of teambuilding skills.

The ESCP Business School Regatta: Students and Alumni sail together

In Paris, Specialised Masters and MSc students are based on the Montparnasse campus. Created 2 years ago, the MS Society aims to bring together all the MS and MSc students studying on the Paris campus.
The society organises various on and offcampus events every year.

The ESCP Business School Regatta: Students and Alumni sail together

Elected by the students, the Student Union plays an important role within the school. Agora bridges the gap between the student body and the School Administration on the different campuses. It provides a forum and proposes ideas on a wide range of topics related to Student Life at ESCP. The Student Union also organises social events which encourage networking amongst different year groups, programmes and nationalities.

The ESCP Business School Regatta: Students and Alumni sail together

ESCP Social Club in Berlin and Event Society in Madrid (ESM) organise various events on and off-campus. Organised by students for students, these societies aim at bringing together students across our various campuses as well as strengthening the cross-cultural dimension and exchange within the School.

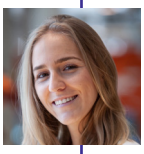
The ESCP Business School Regatta: Students and Alumni sail together

ESCP Social Club in Berlin and Event Society in Madrid (ESM) organise various events on and off-campus. Organised by students for students, these societies aim at bringing together students across our various campuses as well as strengthening the cross-cultural dimension and exchange within the School.

Alumni & Students' **Testimonials**

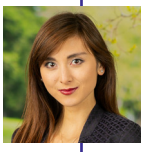
Marketing & Creativity (page 10)
Koen de Rooij
Class of 2015
Associate Director at Kantar Consulting

"Looking back now, the first thing that comes to mind is the strong bond we developed as a class. Around 30 different nationalities and cultures, thrown together on a mission. Working hard, playing harder, putting our collective creativity into everything we did and amazing ourselves when looking at each other's work. This could be either on or off the campus – imagine having a lecture inside the Palais Garnier or at Regent's Park – or doing actual consultancy work for a company, like our team did for Landor."



Marketing & Digital Media (page 11)
María Luisa Austad D Vasconcelos E Sousa
Class of 2018
GBS Strategic Account Manager, Facebook EMEA Headquarters

"One of the best career moves I made was joining ESCP for this Master. I wanted to work for a tech company, but felt that I lacked the knowledge to do so. This master opened so many doors in that respect. I acquired an immense amount of digital knowledge thanks to my professors. Not to mention that you get to do all this in vibrant and exciting cities such as Madrid, London and San Francisco while being part of a diverse and fun class. If I could go back in time I wouldn't change a thing."



Sales 4.0 – Master in International Sales Management (page 12)
Constance Pfeiffer
Class of 2018
Solutions Sales Executive at SAP

"When I look back to the starting point of my career, I look back at my two year experience at ESCP, where I started my journey . Those years built the foundation for the necessary mindset, skill-set, know-how and expertise I am continuously developing today in my current job.
Getting the opportunity to interact with international, diverse young students, all eager to learn and to fulfil their individual business goals as well as with professors, tutors and esteemed professionals in the field, creates an incredible synergy and drive, that leads to a tremendous progression of each students' personal career."

Digital Project Management & Consulting (page 13)
Teresa Ko Chen
Class of 2015
Consultant at The Boston Consulting Group

"This Master offers a unique learning environment where both critical and creative thinking are fostered. The tailored workshops, interactive classes, international consulting projects and especially, my professors and classmates, were without doubt the key elements that made it a remarkable experience."

Strategy & Organisation Consulting (page 16)
Marie-Sophie Pelletier
Class of 2014
Consultant at Talan

"After an engineering degree and a year of professional experience, I realised I was lacking management experience and skills. So I decided to do this programme that matched my expectations. The MSc taught me a lot thanks to the diversity of the profiles in my Class, but also through the diversity of the teachers. This programme prepared me for my current job because the contact with many professionals allowed me to better understand my professional field, and above all, helped me to choose the right one! Therefore, this Master helped me discover new areas and made me more open-minded."

Big Data & Business Analytics (page 17)
Alexis Barnier
Class of 2018
Strategy Consultant at Advention Business Partners

"This programme is perfect for future managers with a strong appetite for disruptive technologies and data-driven strategies. What I probably like the most is the diversity of the students and the variety of ideas they have. If you want to challenge yourself in a global environment while becoming a data specialist, then this is the right master's programme for you."

Innovation & Entrepreneurship (page 20)

Daria Chernova

Class of 2019

Co-Founder MADAMN

"After 5 years of experience in big companies, I wanted to get into entrepreneurship, but I didn't know where to start. This year was extremely rich. You learn, the theoretical bases that are essential for setting up a company from scratch, but above all you learn to innovate and go beyond the limits you set yourself.
I met my partner in my class and we decided to launch MADAMN, an innovative media that highlights the career paths of exceptional women. We were given amazing support during the creation of our project by the MS teams as well as the entire ESCP ecosystem."

Sustainability Entrepreneurship and Innovation (page 21)

Maria Josefa Angela Bautista

Current Student (Class of 2021)

Philippines

"The Master is a great starting point for your career in making the world a better place. It will give you the tools you need to create a business, the network you need to make it fly, and the purpose within you to keep going. During my first year of study, ESCP helped me to launch my own social-impact startup which I've effectively used to drive social change amidst the challenges of the Coronavirus pandemic. ESCP supported me with my education but also so much more. This level of support is not something I think you'd find in any business school, and for that I'll always be grateful to ESCP."

Master in Finance (page 24)

Emmanuel Dray

Class of 1996

Global Head of Trading, Equity Derivatives, BNP Paribas
UK Head of Equity Derivatives, BNP Paribas

"I had always wanted to work in financial markets and the Master in Finance at ESCP clearly enabled me to fulfil my ambition. Following the Master, I was offered an internship on the BNP trading floor in April 1996 and I have been working with the same firm for the past 25 years. The Master not only provided me with deep sector knowledge through various courses, it also opened my eyes to the key factors needed to succeed in the industry: hard work, curiosity, rigor and humility.
Through a very practical teaching style, networking opportunities with similarly passionate students and a pragmatic approach, students are well prepared for the challenges they will soon face in such a demanding working environment. Thanks again!"

Energy Management (page 28)

Isaac Junior Pete

Class of 2015

Senior Project Manager - Strategy & Finance at Total EV Charge

"Going into this Master, I had a clear vision: I knew I wanted to develop the skills that would help me become a strong strategy consultant for the energy industry. During my 18 months at ESCP Business School, I achieved exactly what I set my mind to. Some modules provided me with the basic consulting skills while others gave me more insights about the key factors that make the energy industry so unique and therefore, so fascinating."

Media Management (page 31)

Gauthier Hourcade

Class of 2009

Deputy Director of Programmes in charge of editorial, RTL

"I joined the MSc in Media Management after 6 years of professional experience. I was a radio producer, and I had a Master. I wanted to multiply my experiences but above all, to have a choice. To invent, to programme, to decide.
But I experienced the spleen of the skilled worker who loves his job but not to the point of practicing it ad vitam aeternam. In this situation, the MSc Media brought me two assets.
The first of them: to be "spotted" by the top management of my company. My admission at ESCP was enough to send a strong message to my superiors.
Second chance, I spent the (black!) year of 2008-2009, at the top of this formidable watchdog programme. The crisis froze advertising investments, paralysed traditional media and accelerated digital innovations."

International Food & Beverage Management (page 33)

Nuria Jareño Moreno

Class of 2018

Junior Digital Brand Manager, Nestlé

"This Master was the right bridge between my scientific academic background and the beginning of a business career in the food sector. The most important value for me was the exposure I received to multiple food and beverage companies. Being able to see the backstage of all these firms, helped me narrow down the career paths I was interested in pursuing after the Master's. Working with international students on multiple projects in the F&B sector provided me with interpersonal skills that have been useful for working in multi-cultural environments. I also profoundly relished the enriching experience of living in Italy and France, discovering parts of their gastronomical wealth, which has consolidated my willingness to work in this sector."

ESCP BUSINESS SCHOOL ALUMNI

ESCP Alumni

ESCP Alumni is an international and rich network of +68,000 members worldwide. ESCP Alumni supports its members by boosting their career, developing their network and promoting the ESCP brand. We offer you professional services in several languages, as well as physical and digital links to stay connected and share your experience and expertise. ESCP Alumni have access to 50,000 job opportunities per year.

Each month we host a variety of networking and career events all around the world, aimed at bringing together our community.

For further information:
info@escpalumni.org
+33 (0)1 43 57 24 03
escpalumni.org

ESCP BUSINESS SCHOOL FOUNDATION

ESCP Foundation

Launched by the alumni in 2005, the ESCP Foundation became a public utility foundation by a decree.

The Foundation's aim is to support the ambitions and the academic excellence of ESCP through four initiatives:

- **Diversity and international appeal**
- **High-level research**
- **Teaching innovation**
- **Influence of ESCP worldwide**

For further information:
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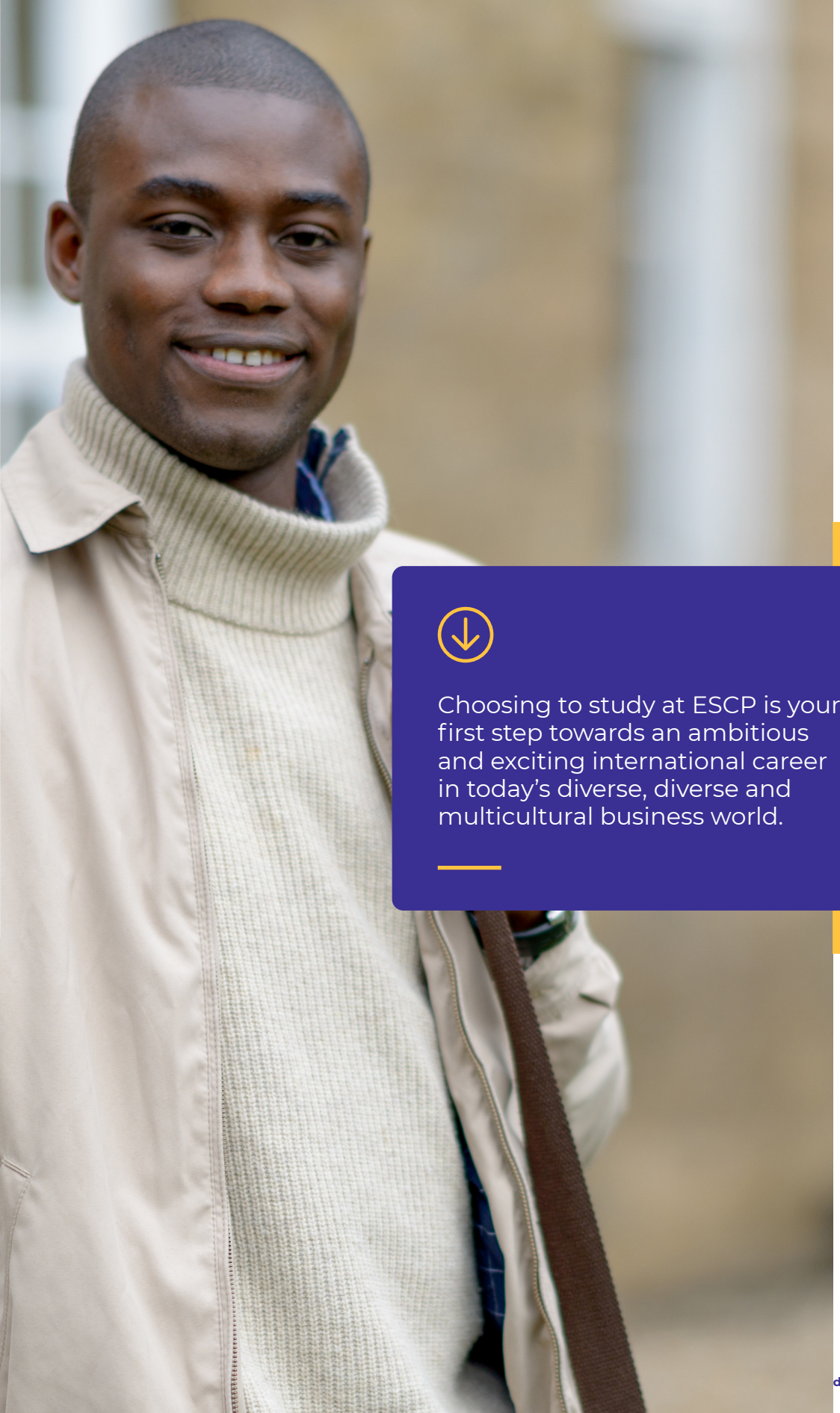
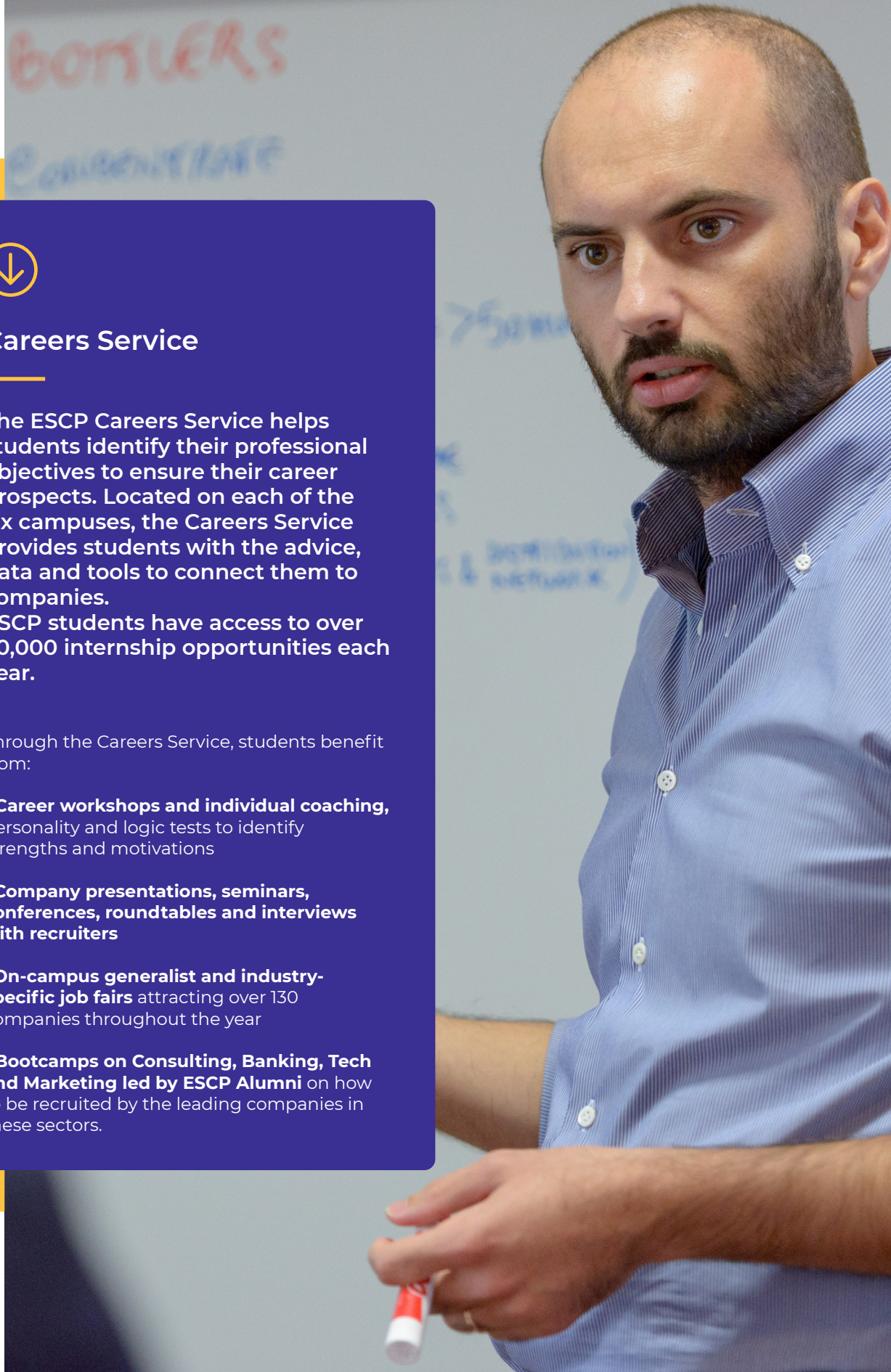
fondation.escp.eu



Choosing to study at ESCP is your first step towards an ambitious and exciting international career in today's diverse, diverse and multicultural business world.



Careers Service

The ESCP Careers Service helps students identify their professional objectives to ensure their career prospects. Located on each of the six campuses, the Careers Service provides students with the advice, data and tools to connect them to companies.
ESCP students have access to over 30,000 internship opportunities each year.

Through the Careers Service, students benefit from:

• **Career workshops and individual coaching,** personality and logic tests to identify strengths and motivations

· **Company presentations, seminars, conferences, roundtables and interviews with recruiters**

· **On-campus generalist and industry-specific job fairs** attracting over 130 companies throughout the year

• **Bootcamps on Consulting, Banking, Tech and Marketing led by ESCP Alumni** on how to be recruited by the leading companies in these sectors.

ESCP
BUSINESS SCHOOL

Master of Science & Specialised Master Programmes

ESCP benefits from the best international accreditations.
Our European campuses enjoy national recognition.

AACSB ACCREDITED | EQUIS ACCREDITED | EFMD ACCREDITED MBA | EFMD ACCREDITED EMBA

5 European Higher Ed accreditations

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